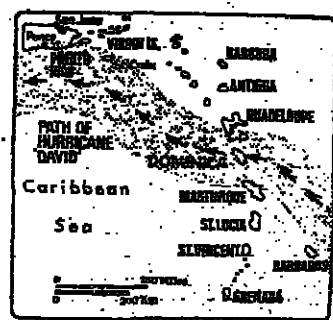


PLANNING A NEW FACTORY?
Build in the benefits of an **ATCOST** STRUCTURAL FRAME

ATCOST INDUSTRIAL DIVISION
22 OLD BOND ST. LONDON W1
Tel: 01-453 0802

NEWS SUMMARY

GENERAL



Hurricane batters Caribbean islands

Hurricane David cut a destructive swathe across the Caribbean, devastating the island of Dominica and flattening its capital Roseau before moving on to batter the southern coast of Puerto Rico.

The hurricane, described by weathermen as the century's worst, destroyed 80 per cent of the vital banana crops on the French islands of Martinique and Guadeloupe.

According to reports from amateur radio operators in Dominica, at least four people died but the toll is expected to go much higher.

The eye of the hurricane passed directly over Dominica. Radio reports said three-quarters of the island's 90,000 inhabitants were made homeless. A British frigate, carrying two helicopters, is heading for the island to give help.

SALT hopes

U.S. Senator Joseph Biden said that talks in Moscow with Soviet Premier Alexei Kossygin had convinced him that Russia will agree to modifications in the recently signed SALT-II treaty. The Russians were also said to be willing to discuss cuts in nuclear weapons when talks begin on a SALT-III pact. Back Page

UK atom blast

Britain successfully exploded a nuclear weapon at the U.S. Government's underground test site in the Nevada Desert. It is understood the test was connected with the improved Polaris warhead due to enter service next year.

Mulder cleared

A Pretoria court cleared former Cabinet Minister Connie Mulder of contempt in refusing to give evidence to the Erasmus inquiry into the misuse of funds by South Africa's information service. A judge ruled that the Erasmus Commission had exceeded its terms of reference. Back Page

Strike may end

City Service unions have reached a draft agreement with inner London magistrates to end the strike by 600 court staff which began last Monday. Staff will vote today on an offer of a 9 per cent pay increase backdated to 1st October 1978. Back Page

Ships collide

Thirty-eight fishermen are missing, feared drowned, after their Panamanian-registered trawler was in collision with a Dutch bulk carrier off Dakar, Senegal.

Lulu injured

Pop singer Lulu was taken to hospital with head injuries, cuts and shock after her car was involved in a collision with another car near Birmingham, Kent.

Briefly

Nuclear power plant at Ohiwa, Finland, closed after spill of radioactive water sent radiation levels five times above the safety level.

England were 2-0 for 5-Gooch, 73 not out on the first day of the 3rd Test against India at the Oval.

BUSINESS

Gold at new high; Equities up 3.2

GOLD touched an all time high of \$319 in London before finishing at a record closing level of \$319, a rise of \$31.



STERLING lost 15 points to close at \$2.510, and its trade-weighted index fell to 71.8 (72.1). The dollar's index was 84.7 (85.0).

EQUITIES were underpinned by statements from Plessey and Blue Circle, and the FT 30-share index closed 3.2 up at 489.5.

GILTS were unsettled by NIESR predictions, and the Government Securities Index fell 0.29 to 73.35.

WALL STREET was 2.22 down at 882.68 near the close.

BP is about to announce results of the most encouraging oil discovery so far made off the west coast of Ireland. Back page; Energy Review, Page 8

MOTOR AGENTS Association has again attacked the major oil companies, saying they were stepping up their policy of "squeezing out" small petrol stations. Back Page

WEST GERMANY stands a good chance of gaining an order from Argentina for a heavy water nuclear reactor, but there are no negotiations for a long-term nuclear deal between the countries. Page 2

SASOL South Africa's state-owned oil-fuel producer, has signed an agreement with Fluor, the U.S. construction company, for the joint marketing and licensing of Sasol's synthetic fuel technology in the U.S. Page 4

U.S. recorded a \$2bn (£888m) trade surplus with Communist countries in the first six months of the year, up 23 per cent from the first half of 1978. Page 4

UK EXPORTS to West Germany rose 30 per cent to DM 7.5bn (£1.94bn) in the first half of this year against the same period in 1978. Page 4

ESTATE AGENTS have scope for far greater competition in spite of the recent emergence of more commercially aggressive companies, the Price Commission says. Page 6

LABOUR

TRADE UNION leaders discussing motions for debate at the annual Congress next week rejected General Secretary Len Murray's cautious line on two policy issues. The revolt was interpreted by the Left as a sign of growing pressure on the "TUC establishment." Back Page

COMPANIES

PLESSEY pre-tax profits advanced from £12.41m to £13.17m in the first quarter to June 30 1979 on sales up from £151.9m to £170m. The group is "quietly confident" about the rest of the year. Page 14 and Lex

BLUE CIRCLE Industries, the cement group, reports pre-tax profits down from £21.3m to £20.6m in the first half of 1979 on sales of £229.3m (£198.8m). Page 14 and Lex

Cabinet agrees big increase in strength of Ulster police

BY RICHARD EVANS IN LONDON and STEWART DALBY IN DUBLIN

The Cabinet sanctioned a substantial increase in the strength of the Royal Ulster Constabulary yesterday in the aftermath of the assassination of Earl Mountbatten.

The decision to increase the strength of the RUC from just under 6,500 to 7,500 in the next few months was taken as a politically more acceptable alternative to increasing further the number of troops in the province, now at 13,000. But Ulster officials are not very hopeful that many of the new recruits will be Catholic.

In the Irish Republic yesterday, two men were charged in a special criminal court with the murder of Lord Mountbatten on Monday. The Provisional IRA has claimed responsibility for the murder.

The two men were detained on Tuesday for possessing explosives in the Republic, but close to the border with Northern Ireland. They have been in custody ever since.

Mr. Jack Lynch, the Irish Prime Minister, has also agreed to meet Mrs. Thatcher for talks about the implications of the IRA's recent activities when he visits London next Wednesday for Lord Mountbatten's funeral.

Mrs. Thatcher is anxious to improve cross-border co-operation between the British and Irish security forces, and a list of British proposals was drafted at a Downing Street meeting of senior Ministers last night.

It was made clear in Whitehall that Mrs. Thatcher intends to exert renewed pressure on the Irish Government to take more positive steps to curtail the activities of IRA terrorists in the Republic.

The Prime Minister, who has taken personal charge of the Government's reaction to the Bank Holiday outrages, when 18 British soldiers were killed in addition to the assassination of Lord Mountbatten, clearly hopes that the developments will persuade Mr. Lynch to reconsider his policy. In recent months the Dublin Government has shown little wish to accept British proposals on Ulster security.

The "shopping list" of proposals drawn up at last night's meeting, attended by Mrs. Thatcher, Lord Carrington, the Foreign Secretary, Mr. William Whitelaw, Home Secretary, Mr. Francis Pym, Defence Secretary, and Mr. Humphrey Atkins, Northern Ireland Secretary, is understood to concentrate on three items:

As there is no expectation that the Irish Government will ever agree to the extradition of Ulster of suspected terrorists, Mr. Lynch will be pressed again to grant permission to RUC detectives to interview suspects detained in the Republic.

Greater co-operation and tighter security on the border will be urged to match the RUC's regional crime squad and mobile force.

Mr. Lynch will be asked to clamp down on IRA activities in the rest of the Republic, particularly funding raising through armed bank robberies and the establishment of training camps for terrorism.

The two men arrested are Francis McGil, aged 24, who is single and from Ballinamore in County Leitrim, and Thomas McMahon, 31, of Lisnisk, County Monaghan, who is married with one child.

They will be tried in Dublin because the crimes were committed in the Republic. Suggestions ascribed to Mr. John Taylor, the Official Unionist

Continued on Back Page

Reuss attacks Bonn over tight monetary policy

BY JOHN WYLES IN NEW YORK

CONGRESSMAN Henry Reuss, chairman of the banking committee of the U.S. House of Representatives, launched a sharp attack yesterday on West German monetary policy. It included an appeal in German for caution lest the rest of the world is driven into depression.

The statement by Mr. Reuss indicates growing political nervousness in Washington about the high levels of U.S. interest rates. The banking system moved on Tuesday to a record 12 1/2 per cent prime rate.

Unusually, Mr. Reuss chose not to lay the blame on the Federal Reserve Board but on West Germany whose "super-tight monetary policy" was, he said, forcing the Fed to push

up U.S. interest rates to protect the dollar.

Mr. Reuss then went on to commonly long way towards lecturing the Germans on how to manage their economy, claiming that the Government should "tax more and spend less."

Mr. Reuss is a leading Congressman on economic affairs and his anxiety about the impact of high interest rates at a time of slow recession and probable economic recovery will be shared by many of his colleagues, particularly the Democratic representatives and senators who face re-election next year.

But the Congressman's analysis is not one which would be universally accepted among U.S. economists. In July the Fed was clearly prompted by

pressure on the dollar to raise its discount rate from 9 1/2 to 10 per cent and at the same time increase money market rates.

However, the most recent round of credit tightening which has taken the Fed's discount rate to 10 1/2 per cent and other money market rates still higher, is generally attributed to a surge in the money supply and the lack of progress in reducing domestic inflation.

Nevertheless, Mr. Reuss warned that if "astronomically high" interest rates persisted, they would be "a good way of converting a recession into a depression."

In an unusual device for an American politician, the appeals in German to the Bonn Government: "For God's sake be careful."

Engineers plan to step up action

By Alan Pike and Nick Garnett

ENGINEERING UNION leaders decided yesterday that there was no basis for resuming talks with employers on the industry's national pay dispute. They are recommending an intensification of industrial action.

The executive of the Confederation of Shipbuilding and Engineering Unions, meeting in Blackpool, agreed that a two-day strike planned for Monday and Tuesday next week should go ahead.

Tomorrow, the executive will recommend to a meeting of leaders of all engineering unions that the pattern of two-day strikes should be repeated every succeeding Monday and Tuesday.

Mr. Terry Duffy, president of the Amalgamated Union of Engineering Workers, said he had no doubt that this recommendation would be endorsed unanimously.

Leyland Vehicles said yesterday that it was cutting, by an unspecified amount, its planned £68m investment next year because of the effects of the industrial action.

In a statement to all its UK employees, the company said the national overtime ban and one-day strikes had cut normal output by more than a half. If the action continued, lay-offs would be inevitable and productivity schemes would be suspended.

The company described the action as "disastrous" and warned that it was rapidly approaching its borrowing ceiling from the banks to cover lost revenue that normally paid for its day-to-day operation. It could not now afford to go ahead with next year's full investment programme.

Mr. Cars also said that the action had had a disproportionate effect and the damage had been equally as serious as at Leyland Vehicles.

Mr. John Nott, Trade Secretary, referring to the engineering dispute, said on BBC radio yesterday that the unions were "leading their members down a cliffside like lemmings to their own destruction."

Golden Ltd, perfume manufacturers, yesterday lost their appeal against a High Court judge's refusal to grant them an immediate injunction against the Amalgamated Union of Engineering Workers.

BL shop stewards reject pay structure. Page 7

Shipping lines face U.S. pricing probe

BY IAN HARGREAVES IN NEW YORK

A FULL-SCALE investigation of alleged price-fixing by Atlantic shipping lines is to be carried out by the U.S. Federal Maritime Commission.

The outcome of the inquiry could have a significant influence on 33 civil suits by shippers against seven European and U.S. shipping groups, which the lines fear could result in damages of up to \$1bn.

The commission's investigation follows fines totalling \$6.1m imposed in June on the shipping groups, one of which has Cunard as a member.

The commission says its investigation of the entire Atlantic liner shipping industry is necessary to establish whether the alleged violations of U.S. anti-trust law which led to the fines have ceased.

The fined companies, which include the Atlantic Container Line consortium, of which Cunard is a member, did not contest the criminal indictments, issued in June following a protracted Federal Grand Jury investigation.

They have maintained their innocence of the charges, which accuse the lines of not going through the correct procedures in establishing common tariff bands, but took the view that to contest the indictments would involve excessive legal expenses.

The British Government has already made strong protests to the U.S. Administration about the Atlantic shipping row on the grounds that the U.S. authorities are trying to impose domestic anti-trust attitudes on international trade.

Reinsurers' \$20m claim

BY JOHN MOORE

NINE international reinsurance companies have launched a \$20m (£9m) legal action against Irel Corporation, a San Francisco-based leasing company, Americas

wholly owned subsidiary of Sedgwick, Forbes Bland Payne, the UK's largest insurance broker, March and McLennan Incorporated, the world's largest insurance broker and a California-based appraisal company.

The action is over disputed computer leasing insurances. The scheme at issue was created for Irel after Lloyd's stopped underwriting the mainframe computer business in 1977. It is unrelated to the Lloyd's computer policies.

Another major member of the Lloyd's of London insurance community is named in the action, Bland Payne (International), now merged into the Sedgwick Forbes Bland Payne group.

Although not a defendant in the action, Bland Payne (International) is alleged to have represented to the reinsurers that the business they were accepting covered "the appraisal of private dwelling houses located in North America and also in some instances possibly covering the appraisal of the value of trucks and other heavy machinery."

The action alleges that Bland Payne (International) neglected to communicate to and concealed from the reinsurers that computer leases or computers were the risks that were actually being reinsured.

The reinsurance concerns which have lodged the action are Sentry Insurance (UK), Ennia Insurance (UK), CNA Reinsurance of London, Yasuda Fire and Marine Insurance

Continued on Back Page
Furness-Holder suspends employee. Back Page

Who else has...

...50 years' materials handling experience and over 70 lift truck models

Hyster's experience is unique. And it shows. In our wide range, in our appreciation of your requirements. And in our no-nonsense designs that save you time and money. So, if you're looking for a lift truck that offers higher productivity and lower materials handling costs without sacrificing quality or safety - you're looking for Hyster.

and 3 manufacturing plants in Europe*

With 3 plants in Europe, of which the largest is in Scotland, Hyster has the manufacturing capacity to deliver. And the manufacturing flexibility to cater for your individual requirements. Truck designs are subjected to the most punishing tests and stringent quality control procedures govern every stage of production. All to ensure that your truck will get the job done, however demanding.

*A FOURTH MANUFACTURING PLANT IN EUROPE - THE SECOND IN THE UK - NOW UNDER CONSTRUCTION

Manufactured in Britain by Hyster. Sold and serviced in Britain by:

BARLOW handling

Barlow Handling Limited
Head Office: Aylesfield Estate,
Maidenhead, Tel: Lutwick, Green 2151

In Ireland by:
A. H. Maser Ltd, Tel: Dublin 364511,
Dublin 017126, Cork 608224

Check for yourself

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES		FALLS	
BPB	155 + 5	Style Shoes	242 + 7
Benloc	34 + 6	Whitingham	94 + 7
Blue Circle	278 + 14	Burnah Oil	154 + 7
Borthwick (T.)	76 + 4	LASMO	272 + 16
Carr's Milling	86 + 4	Oil Expln.	362 + 14
Clarke, Nickolls	125 + 13	Bracken	117 + 8
Ladbroke	180 + 6	Downington	385 + 39
Linfoot	172 + 6	Eagle Corp.	171 + 3
Lloyds Bank	297 + 13	Lorraine	110 + 11
London & Overseas	34 + 31	North Broken Hill	127 + 13
Lyle Shipping	195 + 8	Oakhridge	102 + 7
MK Electric	232 + 9	Pacific Copper	227 + 43
Multhead	254 + 8	Faringa	217 + 6
Newarthill	208 + 10	VTZ	210 + 9
Pearl Assurance	258 + 8	Vogels	57 + 7
Plessey	124 + 7		
Rolls-Royce	72 + 4	Treasury 12pc 1983 1981	117 + 6
Savoy A	94 + 7	Treasury 12pc 1983 1981	117 + 6
Scottish Agric. Inds.	185 + 10	Treasury 12pc 1983 1981	117 + 6
Scottish Heritage	33 + 4	Huntleigh	68 + 9
		Stewart Wrightson	188 + 13

CONTENTS

The titanium shortage: puts Governments on their metal	12	Share Information	28-27
Politics today: in West Berlin, a subsidised paradise	13	Stock Markets	24
Energy Review: national grid towers put to the test	8	London	22
Management profile: Alfred Singer who resigned "on principle"	9	Wall Street	22
		Bourses	22
		Technical	9
		Lombard	10
		Management	10
		UK News	13
		TV and Radio	10
		UK News	13
		Men and Matters	10
		UK News	13
		Money & Exchange	17
		Labour	17
		Unit Trusts	25
		Weather	20
		Property	20
		Racing	10
		World Trade News	4
		INTERIM STATEMENTS	
		Blue Circle Ind	15
		Electrolux AB	19
		Plessey Company	17
		Runge Assur	14
		UKF	18
		ANNUAL STATEMENTS	
		En of Indus	76
		Burjental Tin	8
		Deborah Services	14
		Property Security	18
		Synco	18
		Tax Abrasives	8

KWU HAS 'GOOD CHANCE' OF WINNING ARGENTINA ORDER
Lambsdorff quashes N-deal claims

BY JONATHAN CARR IN BONN

WEST GERMANY stands a good chance of gaining an order from Argentina for a heavy water nuclear reactor...

Count-Lambsdorff described these reports as "nuclear science fiction." His discussions had only covered the possibility that a German company, Kraftwerk Union (KWU), might gain the order to build the second reactor of the Atucha nuclear project near Buenos Aires.

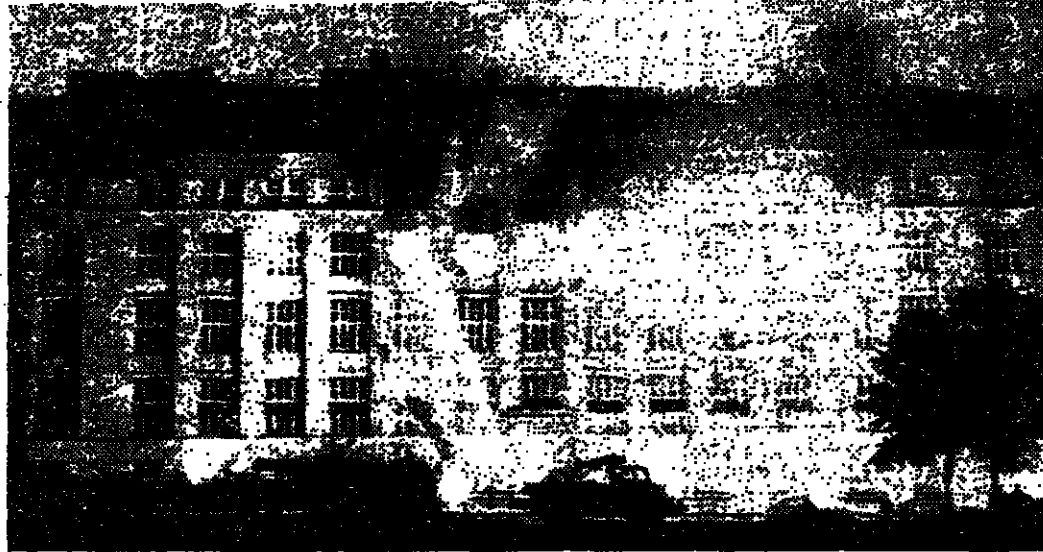
talks in Brazil, a newspaper there carried what it said was the text of a secret accord between KWU and a Brazilian nuclear concern. This indicated that the Germans would have a decisive say over the future development of Brazil's nuclear programme.

also aroused concern in Washington, because of Argentina's desire to acquire not only a reactor but also a heavy water plant, which the Americans feel could be used to produce plutonium for nuclear weapons.

Fire rages in Austria central bank

By Paul Lendvai in Vienna

AUSTRIA'S international and domestic financial transactions have been disrupted by a fire yesterday morning in the central bank in Vienna.



Coming at the end of the month, the fire has caused particular problems for small companies and banks in need of central bank money.

demands of the economy. President Krenn stressed that all documents fed into the computer were duplicated and that there will be no breakdown in payments transactions.

engines are silhouetted in the glare of flames leaping from the bank's upper stories as firemen battled to contain the early morning blaze.

Economic decline uncovers seam of discontent in Wallonia

BY GILES MERRITT IN BRUSSELS

"BELGIAN WORKERS are hard to gauge. They are basically very steady and reliable and do not have the French habit of taking to the streets in demonstrations at every opportunity.

neighbouring Holland and West Germany. At Liege the reality of an area being bypassed by progress is illustrated dramatically enough.

in the absence of any evident solution. Liege is a case in point—the unemployed number 40,000, or one in seven of all Belgian workers on the dole.

experience of converting traditional but loss-making activities into more profitable operations. He fears that the Walloon Patronat (the employers) are divided over diagnoses of what



The trade union official waved his hands expressively as he left the sentence unfinished. It was partly for effect, but also because like everyone else in the hard-hit Wallonia region of Belgium he has no idea what social anarchy could result from worsening unemployment.

Wallonia, the French-speaking southern half of Belgium, seems headed for trouble. The ineluctable decline of its 15th century heavy industrial power base began over 30 years ago, but lately the economic deterioration has begun to snowball.

Whether Liege is the most seriously affected of Wallonia's once great industrial centres is a moot point. It can be argued that the Charleroi basin or the Mons region have similar unemployment totals and still greater structural difficulties.

result has been industry slowly dying from capital starvation. The effect of this on attempts to modernise the traditional industries of Wallonia was for a time cancelled out by the surge of U.S. and other multi-nationals' investment in Belgium.

APPOINTMENTS

Advertisement for Amro Bank, featuring the text 'Internationale Bankiers (m/v)' and 'commerciële werkervaring op internationaal gebied'. It lists various services and contact information for the bank's Amsterdam office.

90 Spanish mayors in nuclear protest

By Robert Graham in Madrid

MORE THAN 90 mayors from towns and villages in the Badajoz region of south-west Spain yesterday locked themselves into a town hall in protest against a plan to build a nuclear power station in the area.

The protest began on Tuesday and since then more mayors have joined in, most of them threatening to resign if permission to build the plant is not revoked.

Over the weekend the Government gave the go-ahead to two nuclear power stations on which work had been frozen for 18 months. They are at Valdecaballeros, near Badajoz, along the Portuguese border, and at Trillo, near Guadalajara in central Spain.

The main concern is that the Valdecaballeros plant—twin units each with a 975 MW capacity—will utilize scarce water facilities and so damage irretrievably the livelihood of this poor and thinly-populated agricultural region.

Schmidt visits Berlin to mark war anniversary

BY LESLIE COLTIT IN BERLIN

ON THE EVE of the 40th anniversary of the Nazi Blitzkrieg launched against Poland on September 1, 1939, Chancellor Helmut Schmidt, of West Germany, is in Berlin to mark the fateful decision taken here that unleashed the Second World War.

This is the second symbolic trip by Herr Schmidt to Berlin to demonstrate to Germans and the world how totally the West German successor state to the Third Reich has changed.

First, Herr Schmidt sailed across the Baltic to Gdansk, formerly Danzig, in Poland to meet Mr. Edward Giersek, the country's Communist leader. There, 40 years ago, German warships opened fire on the Polish garrison.

journalists in the Reichstag to discuss what conclusions West Germans have drawn from the war as well as the question of the country's future role in the world.

On the other side of the Berlin Wall, Herr Erich Honecker, the East German President and party leader, attended a demonstration of military strength by the army. He too, mentioned the fateful anniversary, telling army and anti-aircraft missile troops:

"We spare no effort to guarantee a lasting peace." He added, however, that it could only be achieved against "bitter resistance from its enemies."

Chancellor Schmidt, while in Berlin, had talks with Herr Dietrich Stobbe, the governing major, who has been urging the leaders of East and West Germany to meet in order to give a needed impetus to Ostpolitik, which he feels is stagnating.

France's biggest oil group cutting crude supplies

BY DAVID WHITE IN PARIS

FRANCE'S biggest oil group, Compagnie Francaise des Petroles, is cutting crude supplies to companies other than its own Total affiliates.

The company, which is 40 per cent State-controlled, said it would have to reduce supplies by about 10 per cent on agreed levels. This affects contracts covering about 15m tonnes signed with clients for this year.

were already sharply down on last year. CFP sold 21.2m tonnes—almost 30 per cent of its total resources—to other companies.

The group produced 53.7m tonnes last year and purchased another 17.8m. CFP is reported to have held back on supplies this year, in some cases by 15-20 per cent.

24-hour rail strike hits Italians

By Paul Berts in Rome

MEMBERS OF Italy's independent railway unions started a 24-hour strike last night causing severe disruptions in Italian rail services.

Tourists are expected to face further difficulties following threats by non-aligned union members to resume the strike which blocked ferry services from the mainland to the islands last week, leaving thousands stranded.

Talks on reviving French Union of the Left

BY ROBERT MAUTHNER IN PARIS

THE French Communist Party has accepted a proposal by M. Francois Mitterrand, the Socialist leader, for a joint meeting to discuss a possible revival of the old Union of the Left, though its response was couched in noticeably lukewarm terms.

M. Mitterrand suggested earlier this month that the alliance could best be re-created by the adoption of joint positions and action programmes by the militants of both parties, rather than through an agreement at the summit.

example of a rescue operation. Local business leaders combined last year to streamline and recapitalize the near bankrupt steel sheet making concern of Press Reaktor. In co-operation with the receiver, the company's 400-strong workforce was trimmed to 130, and the hope is that similar action will in future help resuscitate other companies in difficulty.

Steps are also being taken to promote mixed capital ventures in the region, with various state agencies matching private investments. But although this scheme could yield several billion Belgian francs over the next few years and has received strong trade union backing, the Walloon unions grouped in the Federation Generale du Travail de Belgique (FGTB) are clearly worried it may be too little and too late.

But the judges turned down a request for parole by Sig. Antonio Lefebvre (brother of Sig. Ovidio Lefebvre), the other principal defendant facing a jail sentence, in connection with the irregular payments of some \$1.5m by Lockheed for the sale of 14 Hercules 130 aircraft to the Italian Air Force.

The judges said Sig. Antonio Lefebvre had so far not shown proper contrition and continued to deny any irregularities on his part in the affair. Sig. Tanassi and Sig. Ovidio Lefebvre will have to report regularly to the Italian social services, who will supervise their parole.

Advertisement for Amro Bank, featuring the text 'Amsterdam dock workers return' and 'The world's largest aircraft, a U.S. Air Force C-6 Galaxy, lies on the foam-strewn runway at Frankfurt airport after an emergency landing when its nose gear failed to operate.' It includes a photograph of the aircraft and contact information for the bank.

Dayan meets PLO's Red Crescent leader in 'live-together' talks

BY DAVID LENNON IN TEL AVIV

MR. MOSHE DAYAN, Israel's Foreign Minister, who protested to Washington over a recent meeting between Mr. Andrew Young, U.S. Ambassador to the UN, and an official of the PLO Liberation Organisation, met for 90 minutes on Wednesday with Dr. Halder Abdul Shafi, the leading PLO supporter in the Gaza Strip.



Mr. Moshe Dayan... no point in meeting with moderates

Apparently indifferent to the irony of the situation, Mr. Dayan explained afterwards that he had sought the meeting "to get some answers on how Israel and the Arabs can live together. You cannot get the Arab opinion by sitting and talking with the Jews," he said. Earlier this month, Mr. Dayan sent an official Israeli protest to Washington over the meeting between Mr. Young and Mr. Zehedi Labib Terzi, the PLO UN observer.

Israel complained that this contravened an American undertaking not to meet with the Liberation Organisation. In the ensuing row, Mr. Young was forced to resign.

Dr. Shafi, head of the Red Crescent in Gaza, was chairman of the Parliament of the Liberation Organisation in Gaza before 1967 and later was listed as a member of the Palestine National Council.

Dr. Shafi was twice exiled from Gaza by the Israeli military Government, when Mr. Dayan was Defence Minister, because of his political activities in the Strip.

Asked if he was aware of the doctor's position, Mr. Dayan said: "I am familiar with Dr. Shafi and that is exactly why I wanted to meet with him."

Australian Budget debate centres on tax plans

BY JAMES FORTH IN SYDNEY

PUBLIC DEBATE on the Australian Government's 1979-80 Budget has degenerated into a complicated argument over whether or not the changes will result in higher taxes this year.

Ministers have stopped talking about the benefits of the Budget, and instead are concentrating on reminding the public of the record of the previous Labor Government of Mr. Gough Whitlam between 1972 and 1975.

But in one important area—the capital markets—the Budget has been well received. It has also gone down well with investors. The stockmarket has surged to an eight-year high.

Debate, however, has centred on the tax proposals—the removal of the 2.57 per cent tax surcharge introduced in the previous Budget but without reinstatement of income tax indexation.

Tax authorities and opposition politicians have produced statistics indicating that the loss of indexation more than outweighs the gains from removal of the surcharge. This charge has been denied by the Government with its own set of statistics.

The Government was also forced to back away from a statement in the Budget papers that radio and television licence fees would rise by 50 per cent. It has been suggested the figure was a mistake and that the rise is more likely to be about 10-15 per cent.

Unperturbed by such controversy, the money markets have made it clear that they

approve of the Budget. Sales in Federal Government bonds have surged since the budget was announced.

Last year, the Budget erred by a wide margin in several areas, the deficit, inflation rate and money supply growth being much higher than expected.

This year, the Budget estimates a deficit of A\$2.1bn (£1bn) against A\$3.5bn (£1.7bn) last year, an inflation rate of about 10 per cent, and money supply growth of not more than 10 per cent.

Many analysts believe that this year the Government has erred on the side of caution and that the deficit will actually be smaller than forecast. A good chance exists that oil prices will rise further, swelling receipts.

Judging from the buoyant profits reported to date by large companies, company tax receipts will also be well up.

Given these factors, it should prove a relatively simple task to fund the deficit from sales of bonds to the non-bank sector. Since the Budget, about A\$200m (£100m) in bonds have already been bought.

The emerging strength of the bond market increases the likelihood that official interest rates have at least peaked, and raises the possibility that they could even be lowered slightly.

All this leaves the way open for some stimulatory measures next year in a "mini-Budget," similar to that brought down in May this year, as a run-up to a federal election by the start of 1981.

Power struggle in Indian states

By K. K. Sharma in New Delhi

THE JANATA (Secular) Ministry in the key northern State of Uttar Pradesh, which is backed by Mr. Charan Singh, the caretaker Prime Minister, has survived a confidence vote brought by the rival Janata Party.

But this is just the beginning of the destabilisation efforts under way in all the States. Under immediate threat is the coalition Ministry in Maharashtra, from which Congress members are withdrawing in a bid to bring it down.

Also in danger is the Devraj Urs Government in the southern State of Maharashtra, from which Congress members have defected to Mrs. Indira Gandhi's faction.

Now that politics at central level have moved into a new phase with the ordering of elections in December, all parties are trying to improve their position in the States. This is because the parties in power there will have considerable influence on the administrative machinery that conducts the elections.

The main tussle is in the States of the Hindi-speaking northern belt where the rival "national" parties and their factions have their power base. The toppling game is being played vigorously here.

Turks will not aid Iran Kurds

By Metin Mumir in Ankara

TURKEY, which has the world's biggest Kurdish minority yesterday announced that it was not involved in the Kurdish uprising in neighbouring Iran.

A statement from Prime Minister Bulent Ecevit's office said: "Turkey has always taken, and will continue to take, care not to get involved either directly or indirectly in events which are Iran's domestic affairs."

Presumably referring to reports of unrest among Turkey's own Kurdish population—estimated to be 8m of the country's total population of 45m—the statement said the Government was determined to protect Turkey's integrity "in the face of all local and foreign plots."

General Kenan Evren, the Chief of Staff, and Mr. Fahri Koruturk, the President, have recently condemned any moves towards separatism.

Reuter adds: Two Kurdish members of the Turkish Parliament called on the Government to change its policy towards Iran.

The deputies threatened to withdraw their Parliamentary support for Prime Minister Ecevit, vital for his Government's survival, if he did not

Africa's anger over the failure of Arab aid

James Buxton and David Lennon report on dissatisfaction in black Africa over Arab promises of aid and the resulting reappraisal of relations with Israel.

A FEW WEEKS AGO the Israeli trade union federation, the Histadrut, announced it was resuming trade union ties with Zaire. It quoted an official from the central African state as saying the move was a step towards the resumption of diplomatic relations with Israel, which the Zairean Prime Minister had approved.

The announcement, which infuriated the more discreet Israeli Foreign Ministry, was a bombshell in the highly sensitive world of Afro-Arab relations. Before, during and after the 1973 Arab-Israeli war one black African country after another broke diplomatic relations with Israel out of solidarity with the Arab cause.

Today Israel has relations only with Malawi, Lesotho and Swaziland. In government circles in Israel the possibility of Zaire or other black African states resuming diplomatic relations with the Jewish state is dismissed as unrealistic.

But it is an indication of deepening discontent between black Africa and the Arab countries, now rising again with this year's oil price increase. Israel maintains strong economic ties with several black African states and there are more Israelis in Africa today than before diplomatic links were cut.

At last month's Organisation of African Unity summit in Monrovia there was a concerted but unsuccessful move to put a motion on the agenda recommending the re-establishment of

relations with Israel. The OAU refused to support a draft resolution condemning the Camp David accord and gave President Sadat of Egypt a standing ovation. The basic cause of black African discontent is dissatisfaction with Arab aid for black Africa.

The black African states expected the oil rich Arab countries which predominate in OPEC aid-giving to go a long way to compensating them for the fourfold increase in the oil price imposed by OPEC in 1973/1974. However the Arab states soon made clear that they had no intention of giving Africa more than a small amount of balance of payments assistance and would concentrate on aid tied strictly to projects.

A Special Arab Fund for Africa was set up and began disbursing money for balance of payments support in late 1974. But its total disbursements amounted to only \$22m by the end of 1978 and the two countries receiving the largest sums, Tanzania and Ethiopia, each with \$14.2m, found this covered only 4 and 8 per cent respectively of their oil bill over the 1974-78 period.

Another organisation, the OPEC Special Fund, largely financed by Arab countries, had

handed out some \$130m to both Arab and non-Arab Africa by the end of 1978 in balance of payments support.

Several new Arab project aid funds were set up after the 1973/74 oil crisis, including the Arab Bank for Economic Development in Africa (ABEDA) which gives aid only to black African states. This method of aid giving—also preferred by Western aid organisations—inevitably means slow disbursements because projects have to be approved and then begun before any money is handed out, and the problem is compounded when new aid institutions are only getting going.

According to OECD figures total bilateral aid from individual OPEC states to sub-Saharan African states was \$401m in 1975, \$455m in 1976 and \$454m in 1977. But omitting contributions to three Arab League members, Sudan, Somalia and Mauritania, the amount received by the remaining 45 states was \$71m in 1975 and \$131m in 1978.

African states became disgruntled at what they considered the paucity of Arab aid disbursements to them set against average OPEC aid disbursements of \$5.5bn a year

from 1975 to 1977, most of which stayed in the Arab world. This feeling boiled up at the Afro-Arab summit in Cairo in March 1977, and was only satisfied by a pledge by Saudi Arabia, Kuwait, the United Arab Emirates and Qatar to channel a total of \$1,449bn in development aid to black Africa over the coming five years.

ABEDA's capital was boosted by \$150m, and most of the remainder was to be channelled through the aid funds of Saudi Arabia, Kuwait and Abu Dhabi. Yet there has been only a small increase in funds committed by the bank between 1976 and 1978 (cumulative commitments reached \$282.8m by the end of last year while disbursements totalled \$65.1m at that time).

The bank recently claimed that of the \$1.12bn earmarked for development projects at Cairo, some \$1,166bn—82.5 per cent—had been committed to specific projects by June this year.

But this figure was apparently arrived at by adding together commitments of all OPEC aid organisations since March 1977, several of which were not covered by the Cairo pledge. The capital of the Saudi, Kuwaiti and Abu Dhabi

development funds was not increased after the Cairo meeting so that suspicious African recipient states question whether these aid commitments would not have been made anyway, irrespective of the \$1,439bn promise.

African states accept that the reason for the slow translation of commitments into disbursements is to a large extent their own fault for not presenting or implementing projects quickly enough (though some Arab funds are faster than others at paying up where the work has actually been done or purchases made). But they feel they should have had more direct compensation for the quadrupling of the oil price in 1973/74 and for the 60 per cent rise which has taken place this year, for which only one country, Iraq, has made public an offer of partial compensation.

Hence the frustration and the renewed interest in relations with Israel. Israel does not have the financial resources of the oil rich Arab states but it does have considerable technical expertise useful to developing countries, which they do not. Its development assistance to black African countries officially ended with the break in diplo-

matic relations, but several states now pay for Israeli consultants in many fields on a commercial basis.

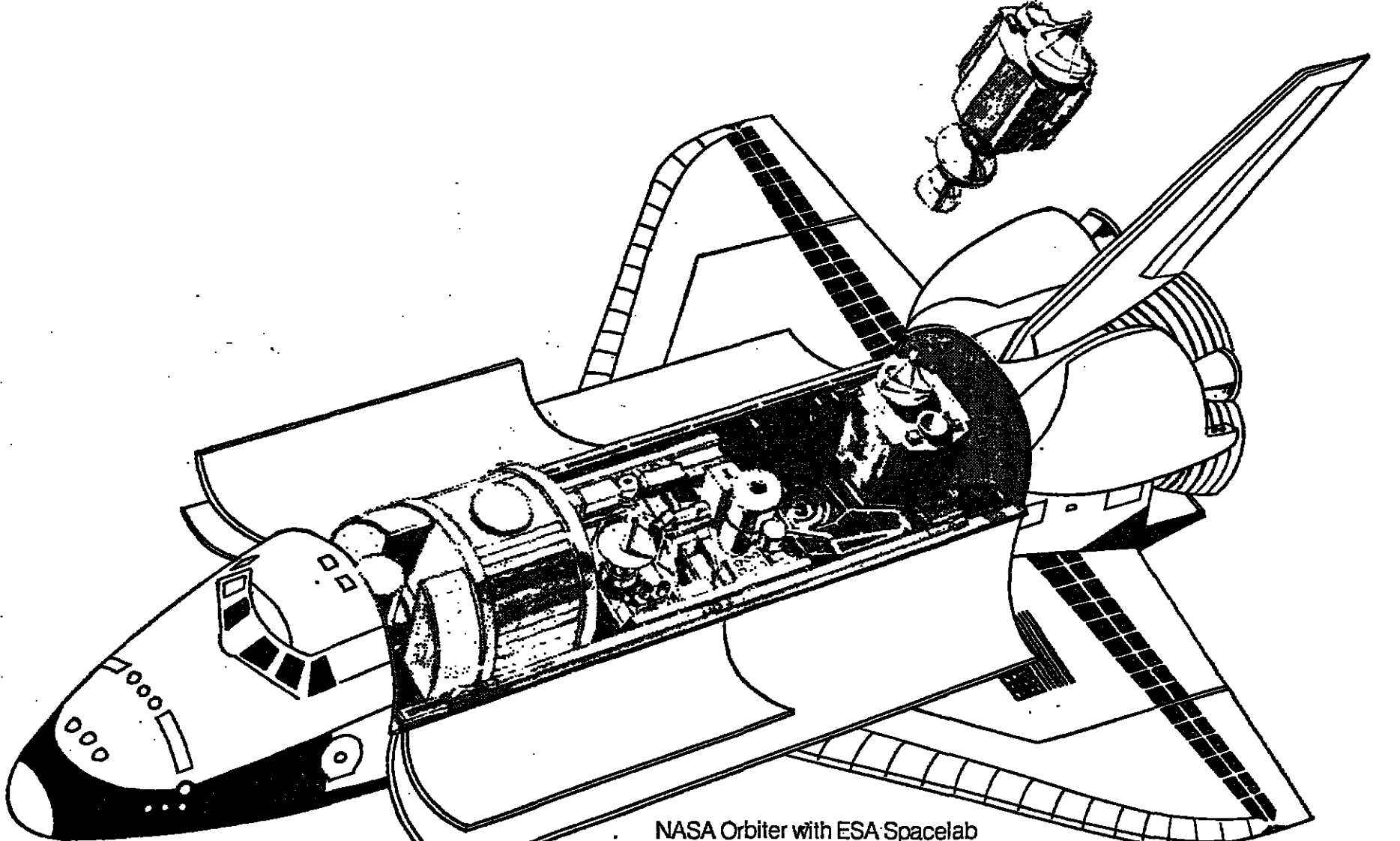
A number of Africans said to be in the upper hundreds, are always on courses in Israel, some of them at the Histadrut's Afro-Asian Institute for Labour Studies and Co-operation. Israeli exports to black African states totalled \$72m last year while imports were only \$28m, and there are a number of joint ventures in African countries in construction, pharmaceuticals and electronics.

Among African countries most positive towards Israel are the Ivory Coast, Liberia, Ghana, the Central African Empire and of course Zaire. But though the threat of re-establishing diplomatic relations with Israel is theoretically potent no African government seems likely to implement it for the time being.

On a practical level African states realise the importance of the Arabs as oil suppliers and their influence on non-Arab oil suppliers, and they know that while Arab aid has not come up to expectations they would lose valuable aid commitments if they established diplomatic ties with Israel.

Israeli technical assistance is not indispensable: Arab aid schemes are usually co-financed by western aid agencies, who provide the technicians. Third world solidarity with OPEC has weakened and Afro-Arab relations are tense, but relations with Israel remain too frightening to contemplate seriously.

Room for Rent.



NASA Orbiter with ESA Spacelab

If you want to carry payloads into space, come see McDonnell Douglas.

Until now, few scientists and industries could tap the weightless environment of space for investigative research and manufacturing. Cost was just too great. But Shuttle is changing all that.

NASA has named McDonnell Douglas payload integration contractor for Spacelab flights on Shuttle.

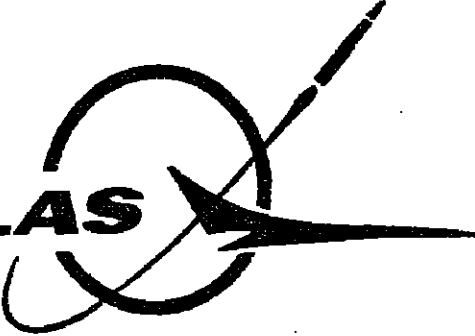
We have also commercially developed a propulsion system called PAM for payloads which require boost to higher orbit from the Shuttle. This means, on a space-available basis, we can put your satellites, research and manufacturing projects onto the Shuttle, and with

our Payload Assist Modules, into space, where you want them.

What do you want to do? Grow ultra-pure crystals? Develop new life-saving drugs? Conduct materials research? The possibilities are as limitless as space itself.

If space holds promise for you, contact McDonnell Douglas now. We have the people, the technology, the systems, and the experience to get you there. Contact: R. G. Monger, A3-110, McDonnell Douglas Astronautics Company, Huntington Beach, CA 92647. Telephone: (714) 896-1867.

MCDONNELL DOUGLAS



SENATOR CLAIMS BREAKTHROUGH ON SALT-II

Chances of Senate support improve

BY DAVID BUCHAN IN WASHINGTON

CHANCES FOR U.S. Senate approval of the SALT II arms pact appeared here to have improved considerably...

Republican leader, to tell the Soviet leadership to mind its own business, and warn that if the Senate could not change the treaty, then it might not ratify it.

Soviet officials are also reported to have told the group of six Senators this week that Moscow is willing seriously to discuss in SALT III negotiations more far-ranging cuts in the two superpowers' nuclear arsenals than were achieved in SALT II.



Mr. Alexei Kosygin

ballerina, now returned to the Soviet Union. It is taken here as another sign that the Russians regard SALT II as too important to let other tensions with the U.S. affect its fate.

Oil boosts UK exports to West Germany

By Jonathan Carr in Bonn

BRITISH EXPORTS have gained a bigger share of the West German market in the first half of this year—and the UK is now Germany's fourth biggest supplier of crude oil.

U.S. expects record surplus with Communist countries

BY DAVID BUCHAN IN WASHINGTON

THE U.S. recorded a \$2bn (\$888m) surplus on trade with Communist countries in the first six months of this year, up 23 per cent from the first half of 1973, the Commerce Department has reported.

However, the credit arrangement still awaits resolution of certain problems between the U.S. Export-Import Bank and the Peking Government, and also approval by the U.S. Congress of the new China-U.S. trade agreement.

coming close to displacing the Soviet Union as the U.S.'s most important single Communist trading partner, if imports are included. Imports from China in the first six months rose nearly 50 per cent to \$246m, marginally overtaking the stagnant level of imports from Russia in the same period.

Storm brews over Pentagon nominee

By Alan Friedman

THE CARTER administration is facing a new storm, this time over the likely choice for a top Pentagon job.

Mr. Keiser is currently chief NATO adviser to Mr. Harold Brown, the Defence Secretary.

Several Senators are now demanding a rise in military expenditure as a quid pro quo for ratifying the SALT II treaty.

Car workers name GM as target

BY JOHN WYLES IN NEW YORK

GENERAL MOTORS Corporation, the largest U.S. industrial company, yesterday learned it will face a strike from midnight on September 14 by 460,000 members of the United Auto Workers' Union, unless agreement is reached on a new three-year pay and conditions contract.

straw in 1976, and Chrysler Corporation has been ruled out because of its financial difficulties.

GM tabled their first offers on pay and pensions, which met a predictable rejection from union negotiators.

Boost for Alaska gas pipeline

BY DAVID LASCELLES IN NEW YORK

THE plans for a \$14bn pipeline to carry Alaskan natural gas to the U.S. have taken a further step forward, with a favourable ruling from the Federal Energy Regulatory Commission (FERC) on how costs should be determined.

had approved a formula whereby the builders would receive a higher rate of return on the pipeline the lower they kept their costs.

broaden the definition of costs to include certain indirect items, such as expenses incurred in conforming with Government regulations.

India's engineering sales fall

By K. K. Sharma in New Delhi

EXPORTS of India's engineering goods have experienced an unexpected first-quarter decline, falling by 7 per cent through the April-June fiscal period compared with the same period last year.

Sasol enters U.S. fuel market

BY QUENTIN PEEL IN JOHANNESBURG

SASOL, South Africa's state-owned oil-from-coal producer, has signed an agreement with Fluor, the U.S. construction company, to jointly market and license Sasol's synthetic fuel technology in the U.S.

Stegmann, managing director of Sasol, said. He confirmed that no decision had yet been taken by any U.S. agency to build a plant with the Sasol technology, and feasibility studies on the application of the technology to U.S. conditions would have to be carried out first.

it enjoys a subsidy of nearly 4 cents a litre (18 U.S. cents a U.S. gallon) over imported fuel. Informal estimates put the equivalent oil price in South Africa at between \$22 and \$25 a barrel, but in the U.S. where coal and labour costs would be greater, environmental control stricter, and no subsidies would be available, the equivalent price might be between \$30 and \$40 a barrel.

Air fares row hits Canadians

BY OUR NEW YORK STAFF

THOUSANDS of Canadian tourists who had leapt at an autumn opportunity to buy heavily discounted air fares from their national airline have had their hopes of cheap holidays in the U.S. shattered by a simmering aviation row between the U.S. and Canada.

Commission is refusing to allow U.S. airlines to operate many of their own discount fare schemes on routes between the U.S. and Canada.

because so many tickets had been sold. But since then there has been no change of attitude by the Canadian aviation authorities, who will not sanction discount fares unless tickets are purchased 30 days in advance.

Mr. Punj said yesterday that there had also been a sharp decline in orders themselves. Through the first quarter, the value of new orders had declined by Rs 600m to Rs 1.1bn.

Under the U.S. system, any major amendment by the operating branch must also be approved by the Senate.

Air Canada has so far sold about 35,000 discounted tickets for flights into the U.S. between October 5 and November 23, but it needed U.S. Civil Aeronautics Board permission before it could actually operate the flights.

This is not an uncommon practice, but the Canadian national airline might have had some reason for expecting trouble from the C.A.B. Similar discount fares it offered to the U.S. in the spring were temporarily suspended by the C.A.B. which finally authorised them

Mr. Punj blamed a variety of factors for the present position including shortage of primary raw materials such as steel and pig iron and the recent curbs on credit.

Japan in Iran chemicals talks

TOKYO—Japan plans to send a mission to Iran next week to discuss the joint petrochemical complex at Bandar Shapur.

The Japanese Government team, headed by Mr. Naohino Amaya, Vice-Minister of Trade and Industry, will discuss both the prospects for resumption of construction and the financial problems. Ministry officials said.

Swiss machine orders increase

BY JOHN WICKS IN ZURICH

NEW ORDERS placed with the Swiss machine manufacturing industry amounted to SwFr 6,810m (£1.8bn) in the first half of this year, an increase of 2.7 per cent over the corresponding period of last year and some 6 per cent up on the first-half figure for 1977.

Official foreign exchange figures show rising exports of machinery by Switzerland in the first seven months of 1979. While deliveries of non-electric machines rose over the period by only 1.5 per cent to SwFr 4.2bn, those of electrical machinery and apparatus improved by 7 per cent to SwFr 2.7bn and of optical and precision equipment by 9.5 per cent to SwFr 843.5m.

Actual turnover in the Swiss industry is virtually unchanged this year, with sales of 200 member undertakings of the Association having gone up by only 0.8 per cent to SwFr 6,250m in the first half.

Venezuela backs alternative energy

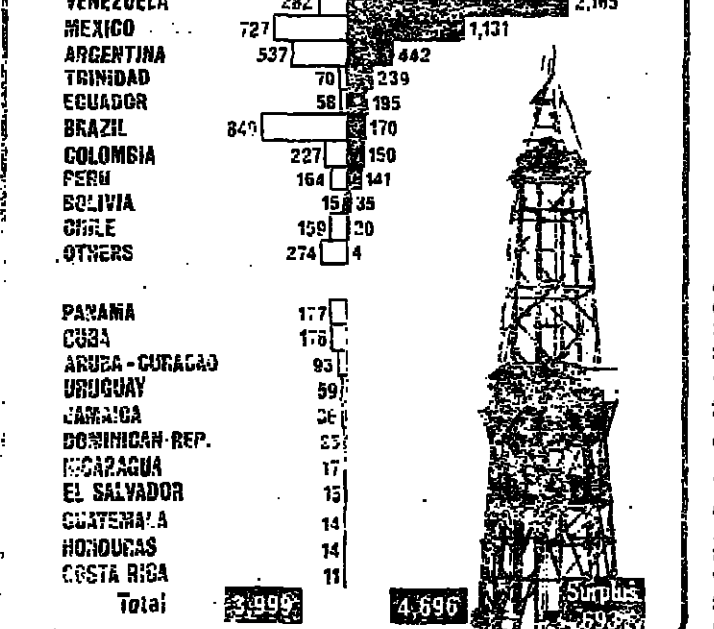
BY KIM FUAD IN CARACAS

VENEZUELA is calling for U.S. cooperation in helping Latin America to develop its untapped energy resources.

Commission is refusing to allow U.S. airlines to operate many of their own discount fare schemes on routes between the U.S. and Canada.

because so many tickets had been sold. But since then there has been no change of attitude by the Canadian aviation authorities, who will not sanction discount fares unless tickets are purchased 30 days in advance.

Mr. Punj blamed a variety of factors for the present position including shortage of primary raw materials such as steel and pig iron and the recent curbs on credit.



goes far beyond the specific interests of a group of oil companies and must be viewed in a much larger context," he added.

Train deal for Vickers

By Jonathan Carr in Bonn

BRITISH EXPORTS have gained a bigger share of the West German market in the first half of this year—and the UK is now Germany's fourth biggest supplier of crude oil.

Karamanlis' Soviet visit

BY OUR ATHENS CORRESPONDENT

AGREEMENTS for the establishment in Greece of an alumina plant and the purchase by Greece of electric power from the Soviet Union are expected to be signed during the forthcoming official visit to Moscow by Mr. Constantine Karamanlis, the Greek Prime Minister.

Mr. Mitsotakis said Greece could be supplied with Soviet electric power through the Yugoslav grid, but the quantity to be supplied would not exceed 4000m Kwh.

The Soviet Union supplies 1.5bn tons of Greece's annual needs of oil requirements, this year amounting to 9.6m tons.

Industry pacts mooted

BY OUR ATHENS CORRESPONDENT

AGREEMENTS for the establishment in Greece of an alumina plant and the purchase by Greece of electric power from the Soviet Union are expected to be signed during the forthcoming official visit to Moscow by Mr. Constantine Karamanlis, the Greek Prime Minister.

Mr. Mitsotakis said Greece could be supplied with Soviet electric power through the Yugoslav grid, but the quantity to be supplied would not exceed 4000m Kwh.

The Soviet Union supplies 1.5bn tons of Greece's annual needs of oil requirements, this year amounting to 9.6m tons.



Mr. Constantine Karamanlis, the Greek Prime Minister.

implementing the proposed regional energy development plan, according to Dr. Calderon, is the need for Government support due to traditional suspicion of international oil companies. He said Latin American countries have developed a defence mechanism that has led some of them to nationalise their oil before they have discovered it because of a subconscious fear that foreigners are going to plunder their resources.

Government involvement is needed to establish mechanisms for co-operation, he contended, because "the energy problem is

no longer economic, to be handled by the private oil companies, but has rather become a strategic problem of national security," U.S. national interests in securing oil supplies must have priority over the commercial interests of U.S. corporations, he said.

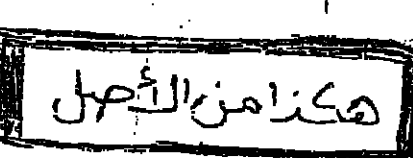
This would be a prelude to the December 17 OPEC conference in Caracas when the organisation will approve basic OPEC strategy for 1980, and beyond, towards the developing and industrialised countries, international oil companies and non-OPEC exporters such as Mexico and the Soviet Union.

Mr. Mitsotakis said Greece could be supplied with Soviet electric power through the Yugoslav grid, but the quantity to be supplied would not exceed 4000m Kwh.

Mr. Mitsotakis said Greece could be supplied with Soviet electric power through the Yugoslav grid, but the quantity to be supplied would not exceed 4000m Kwh.

Mr. Mitsotakis said Greece could be supplied with Soviet electric power through the Yugoslav grid, but the quantity to be supplied would not exceed 4000m Kwh.

Mr. Mitsotakis said Greece could be supplied with Soviet electric power through the Yugoslav grid, but the quantity to be supplied would not exceed 4000m Kwh.



THE EXECUTIVE SALOON FOR THE MAN WITH DRIVING AMBITION.

If you're a man of driving ambition, we present the perfect solution: the Lancia Gamma Berlina.

A test drive will prove to you or your chauffeur that it is the car capable of satisfying the driving instinct in the most demanding of motorists.

Beneath the bonnet is a powerful 2.5 litre engine which combines with a five speed gearbox to give impressive acceleration, leading to a top speed of over 120mph. While power assisted steering helps the Gamma Berlina handle like a car half its size.

The interior is extraordinarily roomy. Thick carpet is fitted door to door. And the seats, complete with adjustable headrests, are contoured,

thickly padded and covered in an elegant cloth fabric.

Naturally there are some impressive executive touches. Like electrically operated windows, a driver's seat that adjusts for both height and tilt, and an adjustable steering column.

Naturally too, there's the renowned Lancia front wheel drive for rocksteady handling and road-holding, and dual system brakes for exceptional stopping power.

You might think that such a well-engineered, well equipped car would, like some of its lesser rivals, carry a wickedly high price tag. On the contrary, the Gamma Berlina offers

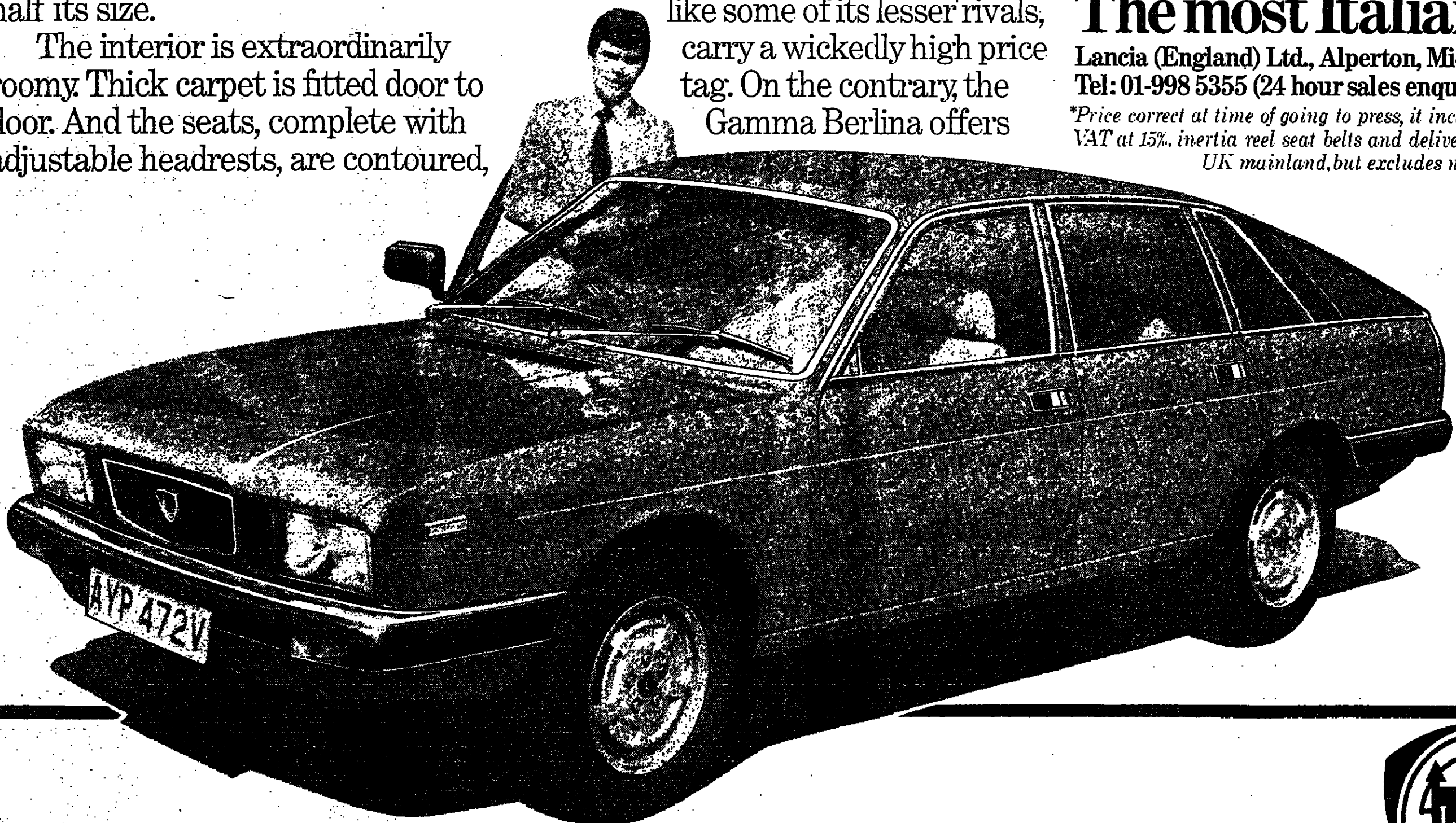
you luxury you can afford. (You might tell your financial director, too, that the new 12,000 mile servicing intervals practically halve the servicing costs.)

You, or your chauffeur, can test drive the Gamma Berlina at your Lancia dealer. At the same time, ask him about our special leasing schemes. Or if you are eligible to purchase a Lancia free of taxes, contact our Export Department.

LANCIA The most Italian car.

Lancia (England) Ltd., Alperton, Middlesex.
Tel: 01-998 5355 (24 hour sales enquiry service).

*Price correct at time of going to press, it includes car tax, VAT at 15%, inertia reel seat belts and delivery charges on UK mainland, but excludes number plates.



The Lancia Gamma Berlina. £7,949.66*



Industry still under pressure

By Peter Riddell, Economics Correspondent

THE FINANCIAL position of industry appears to have remained under pressure in the early summer, judging by official figures published this morning.

The latest issue of Trade and Industry magazine contains estimates of expenditure by manufacturing, distributive and service industries on fixed capital investment and on stocks at current prices.

Production loss

Fixed capital spending by these sectors was £3.52bn at current prices in the April-June quarter compared with £3.34bn in the previous three months.

Although expenditure rose between the quarters, profits may also have recovered somewhat from the low level of the first quarter when margins were cut because of a loss of production caused by the industrial disputes and bad weather.

The result is that industry's financial deficit—the amount raised from the rest of the economy—may have been lower than the exceptionally high first quarter figure. But the deficit is still likely to have been higher than last year and to confirm the underlying deterioration in the financial position of industry, as reflected in the high level of bank borrowing.

City stockbrokers Phillips and Drew have, for example, projected a rise in industry's financial deficit from £2bn to £3.6bn between 1978 and 1979. The new figures confirm the increasing use of leasing or rental arrangements rather than purchase.

Estate agents 'need competition'

BY MICHAEL CASSELL

THERE IS scope for far greater competition among estate agents. In spite of the recent emergence of more commercially aggressive firms, says a Price Commission report published yesterday.

It estimated that there were about 6,600 estate agencies in England and Wales, acting on behalf of three-quarters of all house buyers and sellers, and the profession had become more commercial in the last ten years.

But there was no evidence of any increase in "sharp practices" and the commission welcomed the profession's more competitive approach.

It claimed that some "undesirable" practices remained, however, and felt that agents could do more to tell the public of the services they offered and the terms involved.

Mrs. Sally Oppenheimer, Minister for Consumer Affairs, said yesterday that the Estate Agents Act, which has become law since the Price Commission investigation began, should help to ensure that agents took more notice of their customers' interests.

The Price Commission emphasised that a Monopolies Commission report in 1969 had led to the profession's system of scale charges being scrapped, and said it expected price competition to increase. But most areas still had a fee norm and the rules of some agents' associations inhibit competition.

Yesterday's report confirms that a gradual change in the level of competition has, however, been made and says that the majority of customers were charged a fee which ranged from under 1

per cent to more than 3 per cent of selling price. The present fee scale system is described as "the most practical" method of charging.

However, there was still no regulation of numbers or of their qualifications and initial capital requirements remained modest.

The commission estimated that about 20 per cent of agents now in business had started in the last five years, but there was a big difference between starting a firm and becoming an established agency with a significant market share.

A consumer survey for the commission's report showed that the majority of estate agents' customers were likely to use agents again.

Over 70 per cent of sellers said they were satisfied with

the overall service received, although only 45 per cent were happy when it came to value for money obtained.

The commission pointed out that where a sole agent was involved with a transaction, there was evidence of undesirable practices in connection with the terms of business offered by certain agents.

It was surprised to discover that a "significant proportion of sole agency instructions gave the agent concerned sole selling rights, irrespective of who sold the property."

Such an agreement could mean a fee had to be paid even if the sale was brought about exclusively by the vendor's own efforts.

Charges, Cost and Margins of Estate Agents; Price Commission Examination report No. 18; 50; £4



The first Boeing 737 short-range airliner out of 28 on order for British Airways (including nine for British Airtours), nears completion on the production line at Renton, Seattle. The aircraft is due for flight tests in a few weeks' time. Deliveries to British Airways start in January and will continue into 1981. The 737s are designed to replace ageing Trident Ones and Twos in British Airways' fleet, and ageing 707s in the British Airtours fleet.

Power project worth £100m

BY MICHAEL CASSELL

BRITISH civil engineers are to carry out about £100m worth of construction work on Sri Lanka dam and power station project.

The Overseas Development Administration, formerly the Ministry of Overseas Development, has announced its approval of a £100m aid grant to meet the major part of the cost of the scheme at Victoria in central Sri Lanka.

The project, which includes construction of a 110-metre high dam, a tunnel and power station, will, on completion in 1985, supply about a third of the country's total installed capacity.

The Victoria scheme forms part of Sri Lanka's large Mahaweli development programme which involves the collaboration of the World Bank.

The bank and a group of other multilateral and bilateral donors are providing extensive development finance.

Britain's grant, which at one stage looked as if it might be cut as part of the review of UK aid commitments, will be spread over six years, starting in 1980.

Sir Alexander Gibb and Partners have conducted a feasibility study and undertaken the design of the dam and power station. The company is expected to be appointed consulting engineers.

British contractors will be engaged to build the dam and power station and nearly all the goods and equipment involved will be purchased in the UK. Contractors have been asked to tender for the construction of the dam and tunnel to carry water to the power station. Invitations for tender for the construction of the station will be issued shortly.

The UK contractors tendering for a share of the work are thought to include Wimpey, Laing, Cementation and Taylor Woodrow.

So far, about £3m of British aid—in addition to the latest £100m approved—has been used to finance preliminary work on the project.

Warning on toy industry trends

BY PAUL TAYLOR

CONSUMERS could face a decline in the number of toy shops and reduced product choice because of fierce competition among retailers and certain discounting practices, the Price Commission warned in a report published yesterday.

About £600m was spent on toys and games last year. The commission expressed concern over changes in the pattern of retailing, which could lead to the continued growth of multiple stores, large retailers and mail-order companies at the expense of the smaller specialist shops. It was also critical of discounting practices within the industry.

Although the commission says consumers may benefit from discounts negotiated with manufacturers, it suggests that some of the large non-specialist retailers may not be passing on the full benefits of these dis-

counts and manufacturers profit margins and retail outlets may be squeezed.

The reports only recommendation that the Monopolies and Mergers Commission should look at discounting within the industry as part of its current general investigation of discounts to retailers—was immediately accepted by Mrs. Sally Oppenheimer, the Consumer Affairs Minister.

The investigation was ordered last December because of concern over rising Christmas toy retail prices. In spite of its criticisms, the commission admits that competition is strong within the industry.

While multiple retailers have achieved over 50 per cent turnover growth in the last three years, mail order companies have increased sales by 35 per cent during the same

period and specialist retailers have only achieved 15 per cent growth.

On the structure of the industry the commission says there is "strong competition" in all areas. While entry is easy—without significant barriers—the commission notes that the risk of failure appears to be high.

Although the profitability of manufacturers "has been adequate," small companies have done less well than the large manufacturers. The growth of multiple retailers has also squeezed wholesaling, which is now "a declining activity in the toy trade."

Prices for a particular toy or game vary considerably, sometimes by more than 30 per cent. Prices, Cost and Margins in the Manufacture and Distribution of Children's Toys and Games; Stationery Office £1.50.

New Town property firms named

By Andrew Taylor

THE BULK of the English New Towns' £140m property disposal programme will be handled by two estate agents—Hillier Parker May and Rowden and Jones Lang Wootton.

They will handle the £100m of sales requested this month by Mr. Michael Heseltine, Environment Secretary, and will also have the opportunity to share in the £40m of disposals announced earlier this year.

The agents have been appointed to act for the 21 corporations by the New Towns Association. They were chosen from a list of about 15 leading estate agents and surveyors interviewed by the association recently.

The contract for representing the New Towns—in the largest programme of property disposals in the public sector—had been widely sought.

Mr. Michael Digby, a senior partner at Hillier Parker May, said: "Although the job is financially rewarding, we will have to work for our money. The disposal programme has to be completed by March 31, 1980, but I am optimistic that we will meet this deadline."

"I am sure the market can easily digest this level of sales. There will be some very good quality properties available." Last year the pension funds, insurance companies and other institutional investors spent £1.3bn on property.

Mr. Bob Hinde, partner at Jones Lang Wootton, said: "We would hope to arrange the sale in lots of different sizes to suit every kind of investor. This is a very prestigious appointment but will absorb a lot of manpower if we are to complete by the March deadline."

New Harvester credit company

By Hazel Duffy, Industrial Correspondent

THE UK subsidiary of International Harvester has formed a separate credit company to offer improved financing facilities to its dealers.

The scheme starts tomorrow for IH dealers in agricultural and construction equipment. It will be extended to Seddon Atkinson (part of IH) dealers early next year.

The new company, International Harvester Credit Corporation of Great Britain, has an authorised capital of £10m. The initial paid-up capital is £6m, against which the company expects to borrow about £15m from British and American banks supporting the scheme. Barclays will act as principal bankers.

Thatcher to visit North West

THE PRIME MINISTER is to visit several factories in Lancashire and Greater Manchester today.

Mrs. Thatcher will open the Ward and Goldstone cable-making factory in Skelmersdale and tour round a microcircuit plant in Bingley and Chorley—employing about 700 people but Courtaulds said yesterday it hoped to be able to absorb a large proportion in other mills which are being expanded or which are under-staffed. It warned, however, that some redundancies are inevitable. The company, already one of the biggest users of open-end equipment in Europe, is

Register of company names may be axed

BY CHRISTINE MOIR

THE GOVERNMENT'S cost-cutting axe is poised over Companies House. Proposals to be put forward to the Department of Trade involve abolishing a number of services provided by the Companies Registration Office, and major users fear they could make research into company affairs more difficult.

It is proposed to abolish the registry of company names and waive the Registrar of Companies' veto over misleading and undesirable names. At present companies must register their names and background with Companies House, and the Registrar has the power to prevent them using names which are identical to or liable to be confused with those of existing companies.

Under the proposals searches at Companies House would take at least 24 hours, instead of the present almost instantaneous service. There is also a suggestion that business documents should no longer have to include directors' names. Major users of Companies House, who formed a pressure group some years ago, will be considering the proposals at

their next meeting on September 18. They are expected to oppose them with some fervour.

The proposals are mentioned in a letter from the Registrar of Companies to the pressure group.

Dan and Bradstreet, a major credit checking organisation, said yesterday that while it applauded the Government's desire to save money, this should not be done in essential services.

"If there were no registry of company names, initial research into a company would be severely hampered, and abolishing the veto on names would leave the field wide open for fraudsters to pass themselves off as reputable companies." In 1976 the Labour Government proposed to abolish the registry, but was dissuaded. Since then demand on the registry has continued to grow. Last year, new incorporations and changes of name increased by 15 per cent.

The problem is that the service continues to lose money—over £4m last year, according to the annual report. Companies in 1978, published yesterday by the Department of Trade.

Companies in 1978, Department of Trade. HMSO, £2.50.

Berlin broadcast by Ceefax

Financial Times Reporter

THE BBC has made the first news broadcast from outside Britain on its television test information system, Ceefax.

The broadcast, transmitted directly on to the system from Berlin, was part of a campaign to promote the British invention in Germany, together with the associated system being developed by the Post Office, Prestel.

Both systems enable words and graphics to be displayed on an adapted television set. In Ceefax, and the independent television system Oracle, the information is transmitted by the ordinary television channels. It is broadcast simultaneously with normal programmes and can be viewed at the flick of a switch.

Prestel information takes a similar form, but is transmitted down a telephone line instead of being broadcast. In both systems a large number of "pages" of information are stored electronically on computers. Prestel has a much larger page capacity.

In the BBC's experiment yesterday, a news item was typed into a Ceefax keyboard at the Berlin Radio and Television Exhibition. The information, sent by telephone wire to the Ceefax computer, was broadcast from a small 300-page demonstration station at the exhibition.

The British system for presenting television data has been adopted in Germany, where the Bundespost has taken a licence from the Post Office.

A German broadcast system of television text is expected to be in operation next year. Manufacturers are developing sets capable of receiving the service.

State eases controls on ferrous scrap exports

BY ROY HODSON

THE GOVERNMENT yesterday responded to pressure from the steel industry by freeing the export of ferrous scrap to third countries for a six-month trial period.

"The Government's preferred policy, in accordance with its intention to minimise intervention in the operation of the market, is to move as quickly as practicable towards the total abolition of the control," said a Department of Industry statement.

During the trial licences will be issued freely for exports of the non-alloy ferrous scrap which constitutes the bulk of the business to third countries outside the Common Market. The export quota is 60,000 tonnes a month.

Licensing arrangements for exports of high-grade alloy ferrous scrap are under review but will not change for the present.

The Government intends to maintain licensing as a surveillance measure for six months after which the continuing need for licensing will be reviewed. The Department of Trade will continue to handle licence applications for all grades of ferrous scrap to non-Community countries during the trial.

The steelmakers (through British Steel Corporation and the British Independent Steel Producers' Association), the Council of Ironfoundry Associations, and the British Scrap Federation, put an agreed scheme before Sir Keith Joseph, Industry Secretary, which would have transferred management of scrap export controls to the British Scrap Federation secretariat.

Under that scheme the steel mills and the scrap merchants would have been able to exercise close joint control on the levels of scrap exports so that a healthy export trade could be maintained without starving British steel mills of scrap supplies.

The Government has not felt able to hand over its control of scrap exports at once. But the tone of the Department of Industry compromise arrangements suggests that the industry scheme could be adopted in the long run.

Pending the outcome of the promised Government review on the future of export controls on ferrous scrap the Government wants to maintain licensing surveillance because similar controls exist in the other Community countries.

Courtaulds plans mill closures

BY RHYD DAVID, TEXTILES CORRESPONDENT

COURTAULDS, the textile group, is planning to close three mills in the North-West of England as part of a switch from the ring-spinning method of cotton yarn production to the open-end or rotor system.

The mills—Ray at Stalybridge, Eagle at Rochdale and 3rd Copmill at Chorley—employ about 700 people but Courtaulds said yesterday it hoped to be able to absorb a large proportion in other mills which are being expanded or which are under-staffed. It warned, however, that some redundancies are inevitable. The company, already one of the biggest users of open-end equipment in Europe, is

planning to open a new open-end plant at its Briar mill in Shaw, Greater Manchester, next month, and has plans to double its size next year. Another open-end plant, Woodend, again in Shaw, is to be extended by 40 per cent next year. The company also plans to double the size of its Greenhalgh and Shaw man-made fibre yarn plant in Bolton.

The plants to be closed all make coarse counts of yarn which can be made much more economically on open-end equipment. Under this system, first developed in Eastern Europe about 10 years ago, cotton is fed into rotors spinning at speeds in excess

of 40,000 revolutions per minute and is then deposited by centrifugal force around the edge of the rotor and drawn out in yarn form. The system eliminates several processing stages and requires much lower spinning levels.

Courtaulds produces about 20 per cent of its yarn from this proportion will rise to about 25 per cent next year when the changes have been implemented. The company said yesterday that the three mills had become increasingly uneconomic as a result of the rise in sterling and the consequent increases in imports of yarn, cloth and garments into the UK market.

Exports—20 per cent of Courtaulds' cotton-type yarn output last year and 82 per cent of UK exports of this product—had also been made much more difficult. By concentrating more of the company's production of coarse yarns in mills equipped with open-end spinning, the group will be better able to compete against imports from the Far East, India, Brazil and Turkey. Consultations will take place with the unions and there is likely then to be a phased winding-down of the mills. Output of yarn by the group is likely to remain at about present levels after the new equipment has been commissioned.

A FINANCIAL TIMES SURVEY WEST GERMANY

OCTOBER 22 1979

The Financial Times is preparing to publish a Survey on West Germany in its issue of October 22. The provisional editorial synopsis is set out below.

INTRODUCTION The Federal Republic of Germany is 30 years old. It is respected by its allies and neighbours for its economic performance and the quality of its leadership. But constraints are imposed on that leadership by Germany's history, its lack of native energy and raw materials resources and by its Central European position. What role do its allies want the Federal Republic to play and how far can these desires be fulfilled?

THE POLITICAL SCENE With one year to go to the next general election, serious strains have developed between the allied opposition parties. Does this mean another four-years' term for the Social Democrat-Liberal coalition?

THE ECONOMY The strength of the economic upswing this year has been greater than generally expected. But imports are growing faster than exports, labour costs are rising and inflation is gathering pace.

THE EMS Membership of the European Monetary System (EMS) has given West Germany additional responsibilities and risks over money supply and inflation.

FOREIGN POLICY The West Germans describe the main cornerstones of their foreign policy as: further integration of the European Community, a strong Atlantic Alliance and closer relations with Eastern Europe.

ENERGY Highly dependent on oil imports, the future of domestic nuclear power. Exploitation of its coal stocks. Other energy alternatives.

DEFENCE Virtually bound to be the battlefield in which any future East-West European war would be fought. What are Bonn's biggest current defence concerns?

There will be further articles on:

- FEDERALISM
- THE GERMAN TRADE UNIONS

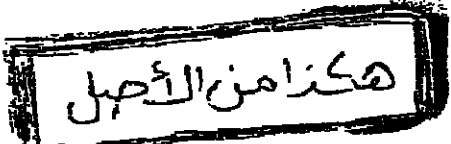
For further details of the editorial synopsis and of advertising rates contact:

Gertrud Fraser
Financial Times, Bracken House
10 Cannon Street, London EC4P 4BY
Telephone: 01-248 8000 Ext. 472 Telex: 885033 FINTIM G

Nicholas Holroyd
Financial Times, Frankentallee 68-72
D-6000 Frankfurt am Main 1, Federal Republic of Germany
Telephone: 7598-1 Telex: 416193

FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

The content and publication dates of Surveys in the Financial Times are subject to change at the discretion of the Editor.



Medicine licences proposal attacked

By PAUL TAYLOR

A GOVERNMENT committee proposal to revoke licences for about 250 medicines...

Grounds The medicines covered by this latest section of the committee's work include certain rheumatic drugs...

Improved living standards

By Our Economics Correspondent THE QUALITY of life in Britain has improved substantially over the decade...

Poor airport facilities 'threaten tourism'

By MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITAIN could lose a substantial amount of its tourist earnings if airport facilities in the UK—particularly in London and the South-East—are not improved to meet traffic growth.

capacity by about 1984, and rising thereafter to between 25,000 and 30,000 jobs by the early 1990s if the second terminal is allowed.

obtaining flights at the desired times or by restrictions on the rights of UK airlines to operate overseas, then UK trade must suffer.

Study support for North Sea common gas gathering pipeline

By RAY PERMAN, SCOTTISH CORRESPONDENT

THE INCREASE in oil prices and a continuing high demand for petrochemicals makes it important to look again at the proposal for a gas gathering pipeline in the North Sea.

manufacturers to look for alternatives such as ethane, propane and butane, which are available from the North Sea.

The oil industry is praised for showing a "responsible and constructive" approach to gas and liquids recovery in the North Sea.

Scotch distillers blamed for failure to meet changing tastes

By CHRISTOPHER PARKES

THE FAILURE of Scotch whisky producers to respond to changing consumer tastes is roundly criticised in a report by Wood, Mackenzie, the stockbrokers.

market created by "occasions" or social drinking. Even so, sales remain strong to the drink's traditional consumers: middle-to-high income earners aged 35 or more.

a spell of "massive overproduction" in the mid-sixties. Some of these blends, containing as much as 95 per cent grain whisky, compared with the normal 65 per cent, have been dumped on the export market at prices up to 50 per cent below those recommended by the Scotch Whisky Association.

Docklands views wanted

By PAUL TAYLOR

RESIDENTS On the route of the proposed £130m Docklands southern relief road are to be asked about the controversial scheme in preparation for a possible public inquiry next year.

The Greater London Council, which considers the 6.5 mile road essential to ease traffic problems in South London and help revitalise Docklands, will distribute about 60,000 leaflets to residents on the proposed

route next month as part of a full consultation exercise. The move follows the council's decision last month not to seek special Parliamentary powers to speed up the planning process.

Peart to receive top prices post

By ELAINE WILLIAMS

LORD PEART of Worthington is to succeed Lord Godber of Willington as chairman of the Retail Consortium.

Lord Peart, former Minister of Agriculture in two Labour governments, is a director of Dewhursts, the chain of butchers and Tyne Tees Televi-



Lord Peart succeeds Lord Godber as chairman.

He is Leader of the Opposition in the House of Lords, having been created a life peer in 1976.

As chairman of the Retail Consortium, which represents about 85 per cent of the retail trade, Lord Peart will be examining Government policy on competition and price controls and trying to strengthen the consortium's lobbying activities in Europe.

While Lord Godber was chairman, the organisation built up its lobbying activities in Europe by setting up an office in Brussels in January this year.

Lord Godber is also a former Agriculture Minister for the Conservative Party. He received his life peerage only three months ago. He was closely involved with the Government on price controls in the retail sector, which eventually led to the abolition of the Price Commission.

£2.9bn paid by life companies

By Eric Short

LIFE COMPANIES in the UK paid out a total of £2.9bn to policyholders last year—averaging £8m a day—according to the annual report published by the three life company associations.

The Life Officers' Association, the Associated Scottish Life Offices and the Industrial Life Offices Association say payments to policyholders in 1977 amounted to £2.7bn.

Total life funds at the end of last year stood at £34.8bn, an increase of £4.1bn (13 per cent) on the year. The proportion held in equities was increased slightly from 29.6 per cent of £9.9 per cent, while the amount held in property rose from 20 per cent to 22.3 per cent.

The proportion held in UK gilts and local authority stocks dropped from 24.4 per cent to 23.8 per cent while the proportions held in other assets reduced some 26 per cent to 24 per cent.

The income received last year by life companies jumped by nearly 10 per cent from £8bn to £8.75bn, with premium income advancing from £4.7bn to £5.5bn and investment income from £2.6bn to £3.1bn.

Strong market

Last year was successful for new business in all branches of life assurance. New annual premiums on individual business rose by 23 per cent from £354m to £437m and single premiums improved 12 per cent from £317m to £356m.

The linked-life market remained particularly strong during 1978 with increased demand for the types of savings contract offered in this sector. New single premiums rose by more than 30 per cent to £283m and new annual premiums by 28 per cent to £63m.

The introduction, in April, 1978, of the new State earnings-related pension scheme provided a boost to pensions business written by life companies. Total membership of insured schemes rose by 750,000 to 9.76m and life companies last year paid out £273m in pensions.

UK life companies continued to expand their operations in Europe and premium income rose by 37 per cent from £208m to £285m.

BL shop stewards reject five-grade pay structure

By ARTHUR SMITH, MIDLANDS CORRESPONDENT

BL CARS is threatened with more pay disputes in spite of union fears that the company is about to announce large scale redundancies and plant closures.

the company was grading workers was widespread, he said. Negotiators felt very strongly about the company decision unilaterally to impose the new grade structure.

In a move which puts the whole future of central bargaining in question, 300 senior shop stewards voted in Coventry yesterday to throw out company plans to slot workers into a new five-grade pay structure.

Potential trouble spots include Swindon, Cowley Assembly and Longbridge. Union leaders are conscious that any action could further threaten BL Cars' deteriorating position.

Stewards rejected the company's centralised appeals system in favour of pushing disputes through procedure at plant level—a decision which could lead to walkouts at several plants.

Jaguar-Rover-Triumph is currently reviewing operations in the light of the fuel crisis and the impact on exports of the strength of sterling.

Mr. Grenville Hawley, national automotive secretary for the T and G warned that there could be a spate of disputes.

Under company plans, the Rover Assembly plant at Solihull will be working at only one third capacity from next week. The spare capacity would make it possible to switch assembly of the proposed new Honda car from Triumph Canley, Coventry, to Solihull.

Such a move would raise the possibility of ending car assembly at Canley where the Spitfire and Dolomite models are scheduled to be phased-out over the next few years.

TR7 assembly could be switched from Canley to either Solihull or MG at Abingdon. Another option would be to put the new Honda model into Cowley, Oxford. But BL Cars stressed last night that no decisions had yet been taken.

There is clearly a threat of renewed union rivalry between the AUEW and the TGWU over the position of skilled men and production workers.

Civil servants plan strike action

By PHILIP BASSETT, LABOUR STAFF

DEFENCE and other Government work is likely to be disrupted from next week when 166,000 industrial civil servants strike and take other official action over the staging of a pay offer.

Involvement has now authorised their members to begin industrial action after a delegate conference of the Transport and General Workers' Union, representing about 80,000 workers in the group, yesterday voted 103-3 to support any action.

Action last year by the blue-collar civil servants over pay halted the operations of three-quarters of Britain's Polaris nuclear submarine fleet.

The action is aimed at opening negotiations on the staging of a £2-30 per cent increase. The Government is insisting that it should be in the form of 9 per cent plus £1 from July 1 and 5 per cent from November 1 and the balance due from the increases of 22-30 per cent already recommended by an independent comparability unit on April 1 next year.

The joint committee of all 12 unions representing the grades involved will meet on Monday to lay detailed plans for the action.

Mr. Mick Martin, TGWU public services national secretary, said yesterday that Lord Soames, the Lord President of the Council, had made it clear that the Cabinet would not alter its decision on staging.

Union officials expect it to begin within a week from that meeting, but recognise that some more militant areas such as Scotland may well take action before the official starting date.

The staged offer would take the labourers' lowest rate from £44.80 to £54.50 and the top craftsman's rate from £58.55 to £75.95.

ITV to discuss new technology

By GARETH GRIFFITHS

THE MANAGING directors of the 15 independent television companies will discuss a letter from the Association of Cinematograph, Television and Allied Technicians calling for fresh talks at their meeting today.

trial behaviour, guarantees on programme quality, access to all important financial decisions, companies to concede to their workforce a share of control and a "fair share of the industry's prosperity for its workers".

Mr. Jack O'Conner, the ACTT's national TV officer, wrote earlier this week to Mr. Ron Carrington, the labour relations advisor to the Independent Television Companies Association, asking for clarification on suggestions that new technology agreements could provide the basis for more money and fresh pay talks.

Mr. Sapper said the union would vet very carefully current franchise holders and "tell them they have got no future in the industry if they do not behave themselves."

He said a group of merchant banks and pension funds have held a meeting with a Government representative present, to consider trying to take a major existing ITV franchise as a result of the dispute.

He said this issue has arisen because of political necessity which has priority over industrial relations considerations.

The ITCA meeting today is expected to spend most of its time on the ACTT letter. The companies this week reiterated that there could be no justification for increasing their present 161 per cent offer.

Writing in the magazine Personnel Management, Mr. Cowan, who is also group personnel director for Unigate, questions the need for the Government to involve itself in legislation on secondary picketing which, he says, may be contentious.

Mr. Alan Sapper, ACTT's general secretary yesterday launched a sharp attack on the companies. He called their approach to the trade unions and the public "totally irresponsible."

He says this issue has arisen because of political necessity which has priority over industrial relations considerations.

He said the union would be seeking assurances on industrial relations plans from all applicants for franchises on the network when they come up in 1981.

The Institute says many of the other provisions in proposed legislation on industrial relations are welcome.

Shipyard to vote on overtime

By ROBIN REEVES, WELSH CORRESPONDENT

SWAN HUNTER shop stewards are to ballot the company's 10,000 workers on the controversial overtime ban imposed at a mass meeting earlier this week.

MANAGEMENT and unions at Hoover's washing machine factory in Merthyr Tydfil, South Wales, have reached a deadlock in discussions aimed at ending a three month work-to-rule.

The earliest ballot can be held is the beginning of next week.

Shop stewards at the plant have refused to negotiate an end to the dispute until the management reverses its decision to withdraw the factory sickpay scheme from next Monday because of high absenteeism — which has recently been reaching as high as 20 per cent of the 4,250 workforce.

The ban was called to back the Confederation of Shipbuilding and Engineering Unions' protest against British Shipbuilders plans to close four yards.

The letter to employees also gave notice that the company will transfer production of export washing machines elsewhere, probably abroad, with the loss at Merthyr of up to 1,200 jobs.

581,000 days lost in July strikes

By OUR LABOUR STAFF

THE NUMBER of working days lost through strikes fell from 620,000 in June to 581,000 last month, according to the Department of Employment.

Gazette as one of the major stoppages of the period.

The number of works involved in stoppages fell sharply, from 198,000 in June to 48,000. This seems to reflect increasing white-collar selective stoppages—in particular, selective strikes technologists, members of the Institution of Professional Civil Servants, which are listed by the Department of Employment

Other principal stoppages were the strikes over pay at Chrysler's Ryton and Stoke engine plants in Coventry, are continuing.

The large number of days lost in the bout of strikes in the first two months of the year continues to be reflected in the running totals.

Some 8,049m working days were lost in the first seven

months of the year, compared to 7,738m in the same period last year, and 2,453m workers were involved compared to 604,300. The number of stoppages fell, though, from 1,334 to 1,222.

Household spending rose by 11.7 per cent last year, compared with 1977, to an average £80.26 per week.

An early survey by the department shows large rises in spending on houses (16.1 per cent), and clothing and footwear (17.3 per cent). Food spending rose by 8.9 per cent.

KING EDWARD PANATELLAS pack of 5 Panatellas only £1.30

COUNTDOWN TO CRANFIELD International Business & Light Aviation Show: full details FLIGHT

Life Assurance in the United Kingdom 1974-78, published by The Life Offices Association, Aldermary House, Queen Street, London, EC4N 1TP

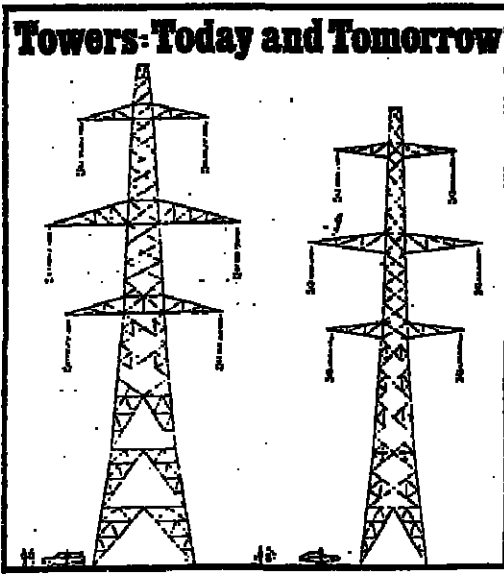
National grid towers put to the test

IN A hollow scooped out of a Mendip hillside, hard by Cheddar Gorge, the electricity supply industry is doing its best to break one of the towers that carry its cables across the countryside. One afternoon earlier this week steel hawsers coupled to rams in the rock face began to tighten, simulating winds that might blow the tower over. The tower moaned and groaned—but survived its first test.

The tower is a new one, the first the Central Electricity Generating Board has designed for some years. The challenge is to design one that will be both cheaper and less intrusive visually, with which the CEBG can extend the 400-kilovolt national grid in the 1980s. The opportunity to tackle a new tower design arose with the development of a new all-aluminium conductor to replace the steel-cored aluminium conductors—the overhead "wires"—used today.

If all goes well, this will be the tower used for the proposed Taunton-to-Bridgwater spur in Somerset, through an area designated as being of outstanding natural beauty. Civil engineers are not often given the opportunity to test their structures at full-scale before they go into service. But for a decade or so it has been the practice worldwide to test the towers on which overhead transmission lines are strung. These towers are exposed to immense strains under some weather conditions, and especially when these produce a large build-up of ice on the conductors. Should a conductor then break, the resulting imbalance further increases the strains on the tower.

Some countries have suffered spectacular collapses of hundreds of towers, one after the other, as the strains were transmitted along the line. This has happened in the U.S. (in Wyoming), in the Philippines, and even as near home as Denmark in recent years. One way of safeguarding the electricity supply against such



Towers: Today and Tomorrow

Conductors	Today: 4 (M.D)	New: 12 (D)
Line rating	Four 400kV	Two 800kV
Tower height	3.070 MW	2.250 MW
Base size	10.5m	7.0m
Tower weight	23.2 ton	15.8 ton



The National Tower Testing Centre at Cheddar.

a catastrophic collapse is to insert extra-strong towers at intervals. This can be done in wide open spaces. But in countries such as Britain, where already the industry has to fight for every square inch of agricultural land occupied by its towers, these broader-based towers would not be acceptable.

In the early 1960s, when the CEBG began to install the 5,500 miles of "super-grid"—so-called because the new electricity network was superimposed upon the existing 275 kV grid—it needed a new place for testing its towers. It chose an old limestone quarry, mainly because the solid rock all around would provide firm anchorage for the lofty steel structures, and for the hydraulic rams to react against when stressing the tower.

Today its National Tower Testing Station at Cheddar is known to electricity utilities worldwide as one of a handful of places where they can have the tallest designs of tower tested. From the concrete-faced test pad the rock rises almost vertically for about 200

feet on two sides of the tower under test. The rams used to load the tower and its arms are secured to the rock face by anchors set more than 60 feet deep.

The new "slimline" tower being tested by Mr. Bill Burns, station manager, and his staff of 60 has been designed by the CEBG's transmission division at Guildford. It weighs about 16 tons and stands 151 feet tall. It is designed to carry the full output of a big power station, 2,250 MW. To the casual eye it does not look much different from the ubiquitous 400 kV towers strung across Britain at present.

But the CEBG engineers believe that by lopping 15 feet from the height of present-day towers, and halving the area they occupy at the base, they can significantly reduce the intrusion into the landscape. They have been able to do this because the new all-aluminium conductors will sag less than overhead lines do today. To this, they say, will be added the visual advantages of using twin conductors of the new kind.

instead of the four conductors needed today.

The acid test for their claims began this week, with the first of a total of seven tests on the tower for the effect of wind under different combinations of weather and operating conditions. So far it has survived the first two statutory tests required under the Electricity Act. The first test of the tower was for a high wind gusting across the lines, forcing the long strings of insulators from which the conductors are suspended out at an angle and imposing great strains on its arms. The second test was for the same conditions with conductors strung from only one side of the tower.

A tower is built up from a lattice of light steel angle, bolted into a rigid frame. For the tests the loads imposed by the heavy insulators and the conductors are simulated electrically.

As the hydraulic rams begin to tug on the tower, the lattice of steel protests with ominous grunts, groans and loud bangs. At the same time tension in the control room half-way up the

rock face is rising. The designers can never be sure that they have got it right. Once a tower failed so catastrophically it keeled over against the rockface. Nowadays they avoid any dramatic climax of this kind by having guy ropes of steel to keep it upright. Nevertheless, the control room manager hovers close to an "abort" button which will take the strain off the tower if it shows any real sign of crumpling. It could take weeks to clean up such a mess.

A tower is designed to withstand certain specified stresses for 60 seconds. Ideally, say the designers, it will go to 101 per cent of the specified stress for 61 seconds. If it goes much further they must have over-designed and hence increased its cost.

On the test pad close by the new CEBG tower is the base section of the last tower they tested, earlier this month. This was a tower designed by Balfour Beatty for China Power and Light Company, the Hong Kong utility for which Britain is building a coal-fired power station. The utility also plans to install a new 400-kV grid for the Colony, 40 km in length, round the New Territories. This overhead transmission line must be strong enough to stand up to the occasional typhoon.

In fact, under test, at a point very close to the limits of stress for which this tower was designed, a couple of braces gave way, causing one of its solid steel legs to buckle. This tower must now be rebuilt and strengthened before further tests can proceed.

The new CEBG tower must undergo five further tests before the Board accepts the design. Four of these are to test performance when a conductor is broken, a condition which can thrust immense twisting forces upon the tower. The last test—almost a test to destruction to see how and where the structure will fail—is one which attempts to simulate the worst weather conditions the CEBG can envisage for the grid in Britain. Should a tower fail, the failure

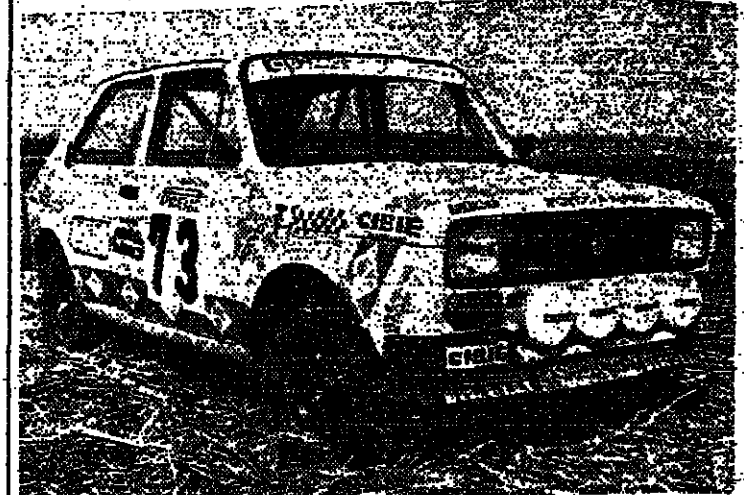
is very fast so they make a video recording of every moment it is being stressed.

As every tourist is well aware, the British weather is full of surprises. The CEBG transmission engineers met a new one last winter, with their 400-kV line over the Pennines. Strong winds plucked at conductors over an inch in diameter, setting them vibrating like violin strings. This "galloping" of the conductors, as they call it, kept up for 48 hours, until the strains were beginning to cause bolts to pop out of the towers. There was not a thing the engineers could do but stand and watch, one of them told me. But they had already safeguarded the consumer by re-routing the power.

The CEBG designers, with their experience of building 5,500 miles of 400 kV overhead line, believe they now know how to design towers to a very precise specification. In practice this means designing not one but a family of towers—the "standard" model of the kind under test, plus variants to cope with 30 degree, 60 degree and 90 degree bends in the transmission line, and a terminal tower at the end of the line. Even so, they still need the confidence that comes from having put their calculations to the test at Cheddar.

Other electrical utilities, less experienced in transmission lines, tend to use tower testing more as an integral part of the design process. According to Bill Burns, the National Tower Testing Station is earning about £6,000 a year for each of its 60 staff in overseas contracts, in competition with other tower testing facilities in France, Italy, Spain and elsewhere.

It is a highly competitive business, he says wryly, as its chief salesman. But with an income that totals about £500,000 a year, and a programme which includes work on testing large boiler structures, nuclear power station systems, and the "coffins" used for transporting spent nuclear fuel, the station is paying its way, he claims.



An alcohol-powered rally-going Fiat 147.

Brazil's growing car industry

BY STUART MARSHALL

THIS YEAR, Brazil will manufacture over 900,000 motor cars. Last year it produced 836,000, an 8.3 per cent increase on 1977. And next year, it confidently expects to exceed 1m.

It is now the tenth largest car maker in the world after the U.S., Japan, Western European countries and the Soviet Union. If its rate of growth continues, it will overtake Britain in the car-making league by 1982 or 1983.

Brazil is by far the most important manufacturer and user of cars in South America. The 7m on its roads at the end of last year represented nearly half of the South American continent's car population. Yet as recently as 1960, Brazil made only 60,000 cars each year. Even in 1970, total output was 595,000, or less than half today's figure.

Best seller

Volkswagen is still the largest single maker. It began assembling Beetles with 40 per cent local content in 1963 and last year had 53.1 per cent market share. The Beetle is still the best seller but will soon be pushed into second place by the Brasília. This attractive looking saloon or estate is still largely a Beetle under its fashionably angular body. The front-drive, water-cooled Passat is also being made by VW in Brazil and, last year, was the country's sixth most popular car.

General Motors is second largest after VW, with 18.6 per cent market share last year, mainly with a Chevette having a revised front-end with Pontiac overtones. Following closely behind is Ford (14.9 per cent share last year) whose Corolla is a clean-looking two-door saloon or estate falling between an Escort and Corolla in size. It is of conventional rear-drive layout and has a 1,572 cc four-cylinder engine.

The rising star in Brazil's automotive firmament is unquestionably Fiat. Discounting a handful of 25 or so Alfa Romeo saloons it assembles each day, Fiat is a "one-model" manufacturer in Brazil: the car which it introduced in 1976 and which is now the 147, a toughened up version of the best-selling European small car, the Fiat 127.

Fiat's advance has been spectacular. Within a year of showing the 147 to the public at the Sao Paulo motor show, 63,343 units (8.9 per cent of total registrations) had been sold. Last year, 90,598 Fiat 147s were sold, taking 10.8 per cent market share.

The 147's advance has been mainly at the expense of Volkswagen, whose share of registrations dipped by 4.8 per cent in 1978. Fiat has not achieved their penetration by underpricing the 147 which sells at 130,000 cruzeiros (about £2,360) compared with the larger VW Brasília's 100,000 cruzeiros (£1,820). It seems that the Brazilian car buyers took the 147 to their hearts because it had front-wheel drive, which was considered both advanced and sporty, and had a lower fuel consumption than the VW. They christened it *elefantinho* (Little Elephant) and voted it "Car of the Year" in 1978.

Last month, Fiat scored an important propaganda point by announcing the world's first small family car to be designed to run on 100 per cent alcohol, which is Brazil's motor fuel of the future. For the last three years, the Brazilian Government

has been mixing alcohol with petrol in a bid to save foreign exchange. The mixture is now 20 per cent alcohol, 80 per cent low-octane petrol, on which unmodified petrol engines run satisfactorily.

Under the national alcohol programme, its production from sugar cane, manioc and babaçu (a kind of cocunut) is to be rapidly and substantially increased. By the end of this year it is hoped that 40n litres will have been produced and the final aim is to secure the virtual total replacement of petrol by alcohol by the late 1980s.

At present, alcohol is mainly produced in distilleries, alongside sugar processing works but the building of 300 new distilleries, most of them separate from sugar factories, is proposed. By utilizing only 3 per cent of the country's 3.5bn sq km of land, enough alcohol-producing crops can be grown to make Brazil self-supporting in motor fuel.

Fiat developed the 147 engine specifically for all-alcohol fuel. It is larger than the standard petrol engine (1,500 cc against 1,050 cc) and has a much higher compression ratio. This feature has also allowed a "dieselised" version to be developed but it will not be used in Brazil, where diesel cars are forbidden. That is because the country is heavily dependent on trucks for freight transportation and all the cargo imported is reserved for their use. The 147 with a diesel engine is to be exported completely assembled to Europe, starting in the spring of 1980. About 20,000 units will be shipped, initially to Italy but later, in the year to other West European countries.

These will not be the first exports from the Fiat plant at Belo Horizonte to Europe. For nearly two years the standard 147 petrol engine of 1,050 cc capacity has been shipped in large quantities to Turin, where it is fitted into a growing proportion of the 147 cars sold in Europe and also into the Fiat Ritmo 60. By the end of April, more than 325,000 of these engines had been exported to Brazil.

Bus routes

The Belo Horizonte plant is owned 55 per cent by Fiat, and 45 per cent by the state government of Minas Gerais in which it is located. There are 10,000 people on the payroll and another 35,000 depend indirectly on the plant for their livings.

Few of the Fiat workforce live near to the factory. In association with local companies, Fiat has had to create an elaborate system of bus routes, varying in length from 9 km to 110 km, which bring workers direct from their homes to the plant. The payroll of 8,500 workers who use the company bus service each day pay only 18 per cent of the fare. Picking up the rest costs Fiat over £4,000 a day in subsidy.

Other social services are provided for the workers with a degree of paternalism rivalled only by the Japanese car makers. The state of Minas Gerais regards Fiat not just as an automobile plant but as an integral part of the region's development. Employee welfare facilities are on virtually a cradle-to-grave basis, encompassing medical and dental services, education for workers and their children, housing, leisure activities and feeding.

Berjantai Tin Dredging Berhad

(Incorporated in Malaysia)

Extracts from the Statement by the Chairman,

Y. B. Encik Abdul Ghafar Baba

For the year ended 30th April, 1979

The year under review was indeed a milestone in the history of your company. It was a year in which your company embarked on a policy of positive involvement with the State Government in the joint development of the tin mining industry in Selangor. Your board feels that this involvement with the State Government will enhance your company's ability not only to pursue its existing operations but also to expand its mining activities.

Developments during the year
As announced in March 1979 your company concluded two agreements with Kumpulan Perangsan Selangor Berhad (KPS), a wholly-owned subsidiary of Perbadanan Kemajuan Negeri Selangor, with a view to exploiting the reserves of an area close to the company's property.

The first agreement provides for the prospecting by the company, as agent of KPS, of an area of about 2,700 acres of land adjacent to the company's own mining operations. Under the terms of the agreement, if there are sufficient reserves and KPS decides to mine the area, the company will build a new dredge and lease it to KPS or its nominee on commercial terms.

Prospecting is almost completed and your board, confident that the area will be able to support a mining scheme for one dredge, arranged to commence in June 1979 the construction of the new dredge. It is expected that the new dredge will be ready within 2 years.

The second agreement provides for the formation of a joint venture company by KPS (70%) and the company (30%). The new company is to be the operator of the dredge in the area defined in the first agreement. Through this joint venture company, KPS and the company are desirous of further expanding their interests in the tin mining industry in Selangor.

The first benefit from this link-up was the resolving of the position regarding your company's expired leases. You will recall that in November 1978, you were informed of the rejection by the Selangor State Government of your company's applications for renewal of four mining leases covering a total of approximately 4,000 acres and of the issue to KPS of a lease over the same area. Agreement has now been reached whereby the area is to be returned to the company.

Performance during the year
The total mine production fell to 68,111 piculs, from the previous year's high of 82,287 piculs. This decline was mainly due to two of the large dredges, Nos. 6 and 7, working lower grade ground.

With a better average net price realised of M\$996 per picul compared with M\$878 in the previous year, the fall in revenue was alleviated to a certain extent. The profit before government export duty and taxation was M\$58,905,687 (1978: M\$77,730,731), government export duty and taxation absorbed M\$51,143,236 or 74.58% (1978: M\$57,622,748; 74.07%) which leaves a profit after taxation of M\$17,160,451 compared with M\$20,167,983 in the previous year.

Dividends
An interim dividend of 55 sen per share, less tax at 40%, was paid on 31st January 1979. Your directors have recommended the payment of a final dividend of 40 sen per share, less tax at 40%. This final dividend, subject to your approval at the annual general meeting, to be held on 25th September 1979, will be paid on 25th September 1979.

The total paid last year was 110 sen, less tax at 40%.
Projections for current year
The current year's production is expected to be slightly higher than that attained in 1979 due to the No. 7 dredge working in higher grade ground.

No. 5 dredge is expected to exhaust its payable reserves in the Sungai Selangor area early in 1980 when it is to be transferred to the main property via a pre-cut flotation channel. Major modifications to the dredge will be carried out to fit it for the resumption of mining in the deeper ground within the main property. However, if negotiations for the acquisition of an area adjoining the Sungai Selangor are successful the dredge will remain where it is now until about 1982.

8th August 1979

Copies of the Report and Accounts and Chairman's Statement may be obtained from the Registrars, Pernas Charter Management Sdn Bhd, P.O. Box 936, Kuala Lumpur 01-02, Malaysia, or the United Kingdom Registrars' office at Charter House, Park Street, Ashford, Kent TN24 8EQ, and 40 Holborn Viaduct, London EC1P 1AJ.

New Issue
All

This advertisement appears as a matter of record only

UNY CO., LTD.

Nagoya, Japan

DM 50,000,000

6½% Deutsche Mark Convertible Bonds of 1979/1985

Offering Price: 100%
Interest: 6½% p. a., payable annually on February 21
Maturity: February 21, 1985
Conversion Right: from November 1, 1979 into ordinary shares of UNY CO., LTD. at a conversion price of DM 8.96 per share
Listing: Frankfurt am Main

Deutsche Bank Aktiengesellschaft

Nomura Europe N.V.

Banque Nationale de Paris

Robert Fleming & Co. Limited

Swiss Bank Corporation (Overseas) Limited

Tokai Kyowa Morgan Grenfell Limited

Algemene Bank Nederland N.V.

Amsterdam-Rotterdam Bank N.V.

Arnhold & S. Bleichroeder, Inc.

Atlantic Capital Corporation

Banca Commerciale Italiana

Banca del Gottardo

Banco di Roma per la Svizzera

Bank of America International Limited

Bank Julius Baer International Limited

Bank für Gemeinwirtschaft Aktiengesellschaft

Bank Gutzwiller, Kurz, Bungeyer (Overseas) Limited

Bank Leu International Ltd.

Bank Leumi le Tzahal Group

The Bank of Tokyo (Netherlands) N.V.

Banque Bruxelles Lambert S.A.

Banque Générale de Luxembourg S.A.

Banque de l'Indochine et de l'Extrême Orient

Banque Internationale à Luxembourg S.A.

Banque de Neuchâtel, Schimberg, Mallet

Banque de Paris et des Pays-Bas

Banque de Paris et des Pays-Bas (Suisse) S.A.

Banque Populaire Suisse S.A., Luxembourg

Banque Rothschild

Baring Brothers & Co., Limited

Bayerische Hypotheken- und Wechsel-Bank Aktiengesellschaft

Bayerische Landesbank Girozentrale

Bayerische Vereinsbank

Berliner Handels- und Frankfurter Bank

B.S.L. Underwriters Limited

Burns Fry Limited

Cazenove & Co.

Commerzbank Aktiengesellschaft

County Bank Limited

Crédit Lyonnais

Credit Suisse First Boston Limited

Creditanstalt-Bankverein

Dai-ichi Securities Co., Ltd.

Deutsche Europa N.V.

DB Finance (Hong Kong) Ltd.

Deutsche Bank Aktiengesellschaft

Deutsche Girozentrale - Deutsche Kommerzbank - Eurobank Aktiengesellschaft

Deutsche Girozentrale - Deutsche Kommerzbank - Eurobank Aktiengesellschaft

Dresdner Bank Aktiengesellschaft

Groupement des Banquiers Privés Genevois

Hill Samuel & Co. Limited

Fuji International Finance Limited

Istituto Bancario San Paolo di Torino

Kidder, Peabody International Limited

Industrielle Bank von Japan (Deutschland) Aktiengesellschaft

Kreditbank N.V.

Kreditbank S.A. Luxembourgeoise

Kleinwort, Benson Limited

Lazard Frères et C^{ie}

Lloyds Bank International Limited

Landesbank Rheinland-Ph^oz - Girozentrale

Marine Midland Limited

Merrill Lynch International & Co. Limited

Manufactures Hanover Limited

Mitsubishi Bank (Europe) S.A.

Sammel Montagu & Co. Limited

B. Metzler & Söhne & Co.

Morgan Stanley International Limited

New Japan Securities Europe Limited

Morgan Grenfell & Co. Limited

Nippon Credit International (HK) Ltd.

Nippon European Bank S.A.

The Nikko Securities Co., (Europe) Ltd.

Nomura Europe GmbH

Nomura International (Hong Kong) Ltd.

Nippon Kangyo Kakumaru (Europe) Limited

Saf. Oppenheim Jr. & C^{ie}.

Orion Bank Limited

Okasan Securities Co., Ltd.

Pearson, Heidings & Pearson N.V.

N. M. Rothschild & Sons Limited

Osakaya Securities Co., Ltd.

Sanyo Securities Co., Ltd.

J. Henry Schroder Wegg & Co. Limited

Samwa Bank (Underwriters) Limited

Skandinaviska Enskilda Banken

Smith Barney, Harris Upham & Co. Incorporated

Singapore Nomura Merchant Banking Limited

Société Générale

Société Générale de Banque S.A.

Société Bancaire Barcays (Suisse) S.A.

Thibaut & Burcharot

Union Bank of Switzerland (Securities) Limited

Tokai Bank Nederland N.V.

Vereins- und Westbank Aktiengesellschaft

Vickers de Costa International Limited

Verband Schweizerischer Kantonalbanken

Wako Securities Company Limited

S.G. Warburg & Co. Ltd.

مكثان الاصيل

Jason Crisp talks to Alfred Singer, the Dalgety non-executive director who quit over the Spillers bid

The man who resigned "on principle"



Alfred Singer—an unusually varied career.

EVERYBODY knows what a non-executive director is supposed to do when he disagrees with the board on a major issue and loses his case. Unfortunately all too often theory and practice are rather too far apart—after all, we don't really want to rock the boat; perhaps they are right after all, so I won't resign, and no, my decision has nothing to do with the several thousand a year in director's fees I would have lost.



Profile

But not everyone can so conveniently forget their responsibilities. No sooner had Dalgety, the international agricultural and food merchandising group, launched its £75m bid for Spillers, than Alfred Singer promptly resigned "on principle." Although he has not, at least not yet, commented in any detail on his reasons clearly he does not believe the bid is in the interests of Dalgety, its shareholders or its employees.

His resignation is all the more embarrassing to Dalgety because he is well known—and well liked—in the City and his opinion may be better respected than most. He is also well known in industry and Whitehall.

Quiet-spoken and with a wry sense of humour, Singer (54) has led an unusually varied career, notable both for an association with successful enterprises but also for a streak of independence, aptly illustrated by his quitting Dalgety barely eight months after he joined. Although he holds six

other directorships, and is now a full-time "non-exec," he reckons he had spent two months of the eight on Dalgety business: "The first duty of a non-executive director is to familiarise himself with what the company does. And I happen to think as a financial man I can do this particularly quickly," figures talk to me.

He only became a full-time non-executive director earlier this year when he resigned as chairman of the giant Post Office Pension Fund after what he calls six years' service to the public sector. Ironically in the light of Dalgety, he joked at the time about how little a director of a public company had to worry about the shareholders, compared with the responsibilities of the trusteeship of a pension fund.

Singer decided to become an accountant on his 21st birthday. He was lying in a military hospital after being wounded in the Rhine Crossings (he was in

hospital for two years) and a man in the next bed told him what a good living was to be had from accountancy. He qualified as a certified accountant and is now vice-president of the Association of Certified Accountants.

After a number of jobs in industry his career really took off when he joined Rank Xerox as chief accountant, becoming finance director in 1967. Apart, of course, from the experience of working in a company which was growing at a meteoric rate, he had the opportunity to broaden his experience from his narrow accountancy base. Nigel Poulkes, "a most enlightened chief executive," says Singer, insisted on regularly switching the director's portfolios, which was how Singer became personnel director for a staff of 16,000.

Although he was only in personnel for a comparatively short time he retains an enthusiasm for it as a discipline. "Unfortunately in this country it is terribly underrated." He reflects that accountancy and personnel are very complementary skills to have; the one is strong where the other is weak.

A high technology area such as Rank Xerox has rather a rarified atmosphere here, says "I think if you spend too long there you can get out of touch with the reality of the rest of industry. Probably ten years is long enough."

He himself was there eight years, leaving to join Tesco at around the time of Rank Xerox's reorganisation which gave the

Americans greater control over the company. "They had the mistaken belief that finance was a science and needed a finance director," he says with a smile. "Singer was lyrical about his time at Tesco: 'I loved the retail—it's one of the few businesses where you can come in on a Monday morning and have the results from the previous week's trading on your desk. Tesco is a company where you are allowed to make decisions.' He eventually became deputy managing director, the highest anyone who was not 'family' had risen in the company at that time.

After three most successful years with Tesco he was plucked at about ten o'clock one evening by a headhunter who started with the classic line: "How would you like to do something impossible?" Singer was a sucker for the challenging bait. The job was to rescue the floundering National Giro which, although a Labour buy, was in a state of existential crisis by the last Tory Government's great U-turn. (The decision to keep Giro going was made only a few weeks after that to rescue Rolls-Royce in 1971.)

It had been a particularly difficult post for Whitehall to fill. Typically the mandarins resorted to headhunters. As Singer puts it: "I certainly was not on one of those lists of the 'great and the good.' I'd never met a civil servant before. I'd always worked for successful companies."

not the only reason, he says. The second reason was a little more intangible: "I very firmly believe you have to put back into society what it gives to you." The reasons behind this belief are a little more difficult to define.

There was also the added attraction that Giro was in a competitive market and was not a monopoly. "I doubt I would have taken a public sector job if it was a monopoly." And he adds: "It is all too easy to criticise nationalised industries from outside. Too few people are willing actually to go and do something."

Once there he turned the existing policy on its head. Instead of going for the individual accounts—the great unbanked, as they were known—he went after the retail multiples. The big breakthrough, he says, was when he wrested Woolworth's deposit business from National Westminster. When he joined, Giro was making losses of £7m and within two years it was turning in profits of £1m three years ahead of schedule.

Christopher Chataway, the Minister who had been responsible for saving Giro from the axe, wrote to Singer after he had left politics to comment on Giro's success. Making at least one decision in office which had been right, said Chataway, has required his sense.

for someone who had spent most of his career in fast-growing entrepreneurial companies like Rank Xerox and Tesco to accept the monolithic centralism that was the hallmark of the then managing director Sir William Ryland.

When Singer resigned in 1976, two years before the end of his term at Giro, it was widely held to be because he was unhappy with the way the Post Office was being run. However, the impact of his departure was somewhat mitigated by his becoming chairman of the Post Office's Pension Fund, with its assets of over £1bn.

He reflects that those six years were at "great cost" to him—he took a cut in salary to go to Giro—and that his pension arrangements are in "total disarray"—but no, he does not really have any regrets: "I greatly enjoyed myself."

Although he does not rule it out, he would seem unlikely to take another full-time position, not in the immediate future anyway. "I think I would take a lot of persuading to put my head back in the full-time corporate noose."

At present he is a director of Gestetner, Equity Capital for Industry, Guinness Mahon, Linford and Mobile Training, and is chairman of Heron Group Pension Fund and Wholesale Vehicle Finance. As if that were not enough he also chairs NEDC's computer sector working party and is a governor of the Centre for Environmental Studies.

Next year, in the natural order of these things, he will become president of the Association of Certified Accountants. As one of that body's livelier members, he should help its image. Indeed he has designs on taking the chair of the representative body of all the professional accountancy organisations, which will no doubt upset the chartered accountants, who have held it since CCAB was formed.

In some ways Singer is rather pleased to be back in the glare of publicity. After strenuously

promoting Giro and attracting publicity for it—"I had to, we did not have any money to spend on advertising"—he kept very quiet about the pension fund. He is perhaps a little over-sensitive to criticisms of pension funds: "Nobody likes a financial institution—but it is said that pension funds have been singled out."

His action over the Spillers bid is going to bring him a problem—while companies will congratulate him for resigning they will not be a little fearful of ever inviting him to join a Board?

ANY company spending more than £2,500 a year on gas, electricity, and oils is very probably paying too much for its energy supplies. Indeed, National Utility Service (NUS), which reckons that it can cut back the energy spending of most companies, puts the odds of overpayment by companies above this level at 12 to 1.

Since energy conservation has become the West's current major preoccupation NUS seems destined to reap an advantage. If this should prove to be the case, it would be ironic because the company was founded three years ago on a concept—that still holds true—aimed at ensuring that a company pays the least possible for the maximum amount of energy it requires.

Its raison d'être is thus not to be an energy conservationist,

though according to Graham Pusey, NUS's director and general manager (UK), its objective is an incompatible with conservation. For, in the process of closely monitoring the amount a company is spending in this area it may well become more efficient in its consumption of energy.

In essence, what NUS does is what many an individual, let alone company, wishes he had both the time and patience to do—that is, monitor closely exactly what he is being charged for electricity, gas and oil. Then, if there has clearly been a case of overcharging, a refund can be demanded, or if eligibility for a cheaper rate for any of these fuels can be proved, a change can be made.

It is, of course, a little more complicated than that. None of these three utilities is

Analysis that can cut energy bills

obliged to disclose to a customer which is the best rate for his purposes. The onus is on the customer to decide which is best for him. Many customers probably do not know what the basic tariffs are and, even if they do, there is a strong chance that their pattern of energy consumption throughout a day or a week will make it difficult for them to assess which tariff will really provide the economies being sought.

With oil and gas the prospects for major savings are admittedly limited. Gas tariffs are standard throughout the UK and bargaining has become

much less possible in respect of oil supplies since the energy crisis reared its head for the first time in 1973.

Electricity, however, offers enormous scope for economies and provides a field day for an organisation such as NUS. For not only do the 12 electricity boards throughout England and Wales not operate an identical tariff structure, but each has its own variations on basic tariffs. On top of that any one of the 12 boards (Scotland is slightly different) is required by law to grant to a customer a tariff it does not already operate, but which another

board may have in force. That is provided, of course, that the customer can identify such a tariff for himself.

To add yet another angle, if a customer can make out a case for a tariff that does not even exist the Electricity Board is obliged to operate it. So there is plenty of room for negotiation.

Given all this, it is hardly surprising that there has been a proliferation of tariffs. NUS, both by detection and presumably by having instigated a number of new tariffs itself, has now identified more than 470 different electricity tariffs in

simply by moving a regular meter forward one hour in the evening.

NUS identifies savings by analysis. A customer sends its bills to the company as soon as they are received and NUS builds up a pattern of consumption. If, from its records of tariffs operated in that particular customer's area, it sees that savings might be achieved by switching to another tariff, whether or not it already exists in that particular Board's area, the customer is advised to do so.

One point that appears to be frequently overlooked by consumers is that even if a tariff change is made it need not necessarily remain in force in the medium term. It is quite possible that a company's pattern of energy usage will vary

from year to year—or even half year to half year—and that it should thus switch tariffs to take account of this.

The cost of using NUS is 50 per cent of the saving it achieves. Thus, if it achieves no saving (which is extremely unlikely) there is no charge. It also insists on a five-year contract with each customer. Savings, of course, vary enormously since companies deal with energy spending anything upwards of £2,500 a year on energy consumption, but the average saving achieved is over £2,000 a year.

With over 3,000 existing clients, NUS is recording and analysing around 100,000 bills a month and producing savings of over £6m a year.

Nicholas Leslie

Technical News

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

PLASTICS

Ribbed pipe process saves materials

LARGE DIAMETER plastics piping, using 60 per cent less raw material than conventional plastics pipes, and competitive with concrete and asbestos-cement, has been developed by a South African company, Duropenta.

The pipes, of the sort used for sewerage and general drainage, ranging in diameter from 300 mm to 1,000 mm, are reinforced with radial ribs spaced at short intervals, which allow a significant reduction in the thickness of the walls.

The company has also invented and patented a process to produce the piping which it has called "grow moulding." In the process, short lengths of pipe are injection-moulded and then "welded" to each other in a continuous process, to create long lengths.

Duropenta is a wholly-owned subsidiary of AECI, South Africa's primary chemicals group, which is in turn 40 per cent owned by Britain's ICI. The company is now actively seeking to licence the new process to European and other manufacturers.

The company has christened the piping "Ribstruct" and claims that "it has been thoroughly tested by the University of Natal and the National Building Research Institute of South Africa's Council for Scientific and Industrial Research.

In one field trial, when compared with concrete and steel pipes for load distortion, the Ribstruct pipe deflected only 1.5 per cent (without damage), whereas the concrete pipes buckled, and the steel pipes cracked; Duropenta asserts.

Because of its thin walls, reinforced by the ribs, the piping can compete in price against both concrete and asbestos-cement pipes. It has very low friction losses and is unaffected by acidic sewer gases. The piping is also so light that it can be loaded by hand, and reduce transport costs. Duropenta claims that non-plastic piping weighs at least 8.5 times as much.

Mr. Ted Smale, an executive director of AECI, and Mr. Ted Mayberry, managing director of

Duropenta, have just returned from a trip to Europe seeking to interest manufacturers in the piping and the grow-moulding manufacturing process, which the company has developed over the past seven years.

In the process, a 650-ton press carries a split mould around an inner fixed mandrel. There are two 200mm injection units which squirt the molten plastic into the mould at a rate of 400 kg an hour. As the mould opens and closes under automatic control, the pipe is pushed out at a rate of one metre every two minutes.

The company says that the grow-moulding process can be adapted to produce other products, such as ventilation ducting, chemical silos, cable ducting, square ducting, industrial bag filters, and so on. Most thermoplastic materials can be used in the machine. They include PVC, polypropylene, low and high density polyethylene.

These plastics can also be foamed during processing by the addition of small bubbles of nitrogen or carbon dioxide, which makes the resulting piping even lighter and saves further on raw materials, and fuel, the company indicates.

Duropenta, New Germany, near Durban, Natal, South Africa. Telephone Durban 721551.

COMPONENTS

Holds the door open

A DISTINCTLY annoying feature of doors that close themselves in factories, hospitals and public buildings is that they do not really allow for the passage of trolleys, trucks, stretchers, wheelchairs or indeed anything other than one person with his hands free.

A surprisingly simple solution is provided by the Porz delaying device from Keelvale, Warren Park House, Warren Lane, Bingley, West Yorkshire (09769 69779). It consists of a suction pad with a controllable air entry

MATERIALS

Guidance on use of solder

NEW INTERNATIONAL standard from IEC covers a guidance document on the use of solder and is applicable to all electrical and electronic components likely to be submitted to the test; described in another IEC standard, Publication 68-2-20 Test T: Soldering.

IEC has developed this standard to meet two principal industrial needs: to have precise and objective methods of assessing the ability of component terminations to be soldered satisfactorily in time and at temperature suitably related to those employed in practice; and to have precise methods of subjecting components to such thermal stresses as would occur in soldering, prior to testing the components for damage which could be attributed to these thermal stresses. Both checks are necessary. They may be

carried out in separate series of tests on different components. To be realistic, all such tests must depend on the application under controlled conditions of specified solders and fluxes to the components under test. It is preferable to have tests of qualitative assessment, and the employment of experienced operators is advisable.

IEC says that there can be no direct and simple correlation between the results of the various solderability and thermal stress tests that is valid for all types of component.

COMMUNICATIONS

Control from afar

STATUS and control system—Intrac 2000—has been developed by Motorola Communications to meet applications demanding secure control and monitoring of distant events at unattended locations.

The Intrac 2000 family consists of a large capacity central station, a status and control unit and individual control and status units. A monitoring and control system can be constructed utilising any of these items of equipment.

A small system could typically employ only a status unit plus a control unit for automatic level control, while larger systems can be developed employing the complete Intrac 2000 family for the remote operation of pumping stations and sewage lift stations by water authorities; load shedding and switching of power supplies; level/alarm indications and

control functions at chemical plants, etc.

Security of buildings, antenna switching and lighting and heating control at unattended sites are other possibilities.

The central station contains a memory that allows the monitoring and control of 50 remote locations, each having a capacity of up to 16 status and 16 control functions. Expansion can be provided in increments of 50 remote locations to a maximum of 512. Designed to operate in an interrogate mode it will ensure system integrity. An alarm is generated whenever a remote station fails to respond to successive interrogations, or upon a change of state.

It issues all messages as digital coded binary words containing multiple coding techniques to ensure valid, error-free operation. Decoded messages must pass multiple levels of security checks before acceptance and display.

Display of incoming data is provided by modules containing a digital address and group indicator and eight pairs of red and green LED status indicators that represent status and alarms as well as power-fail and remote station fail and test. Display modules can be cleared by a reset button and information recalled from the central station memory as required. Incoming data to full display modules is indicated by an overflow LED and is stored until a display module is made available.

Motorola Electronics, Armstrong Road, Dareshill East, Basildon, Essex. 0236 58211.

ASSEMBLY

Puts pins and heads together

A FULLY automatic assembling machine has been designed by Rhoden Partners of 231, The Vale, London W3 7QU (01-743 4582), for a manufacturer of picture books.

The machine automatically fixes brass heads to hardened pins which do not protrude through the heads. It produces the assemblies at the rate of 1,500 per hour and eliminates the need for the manual loading of the two tiny components.

The machine is provided with two vibratory bowl feeders and linear tracks which feed the components to escapement devices built round a 12-station rotary indexing table. A self-equalising, toggle-operated, pneumatic press provides the force necessary for crimping the brass head round the spherical head of the pin.

The assemblies are ejected out of the jig by a combined mechanical and air-jet system. Three detection units are provided on the machine, to ensure that each component is fed into the jig and that the completed assembly is ejected out of the jig before feeding a new component.

The machine is powered and controlled by pneumatics throughout, except for the single-phase electrical supply needed for the vibratory feeders.

DATA PROCESSING

Keeps the data flowing

AS COMPANIES come to depend more and more on computers, word processors and data networks in their day-to-day business, loss of mains electricity—or even mains fluctuations lasting only a fraction of a second—poses serious problems.

With vital information inaccessibly locked up in a powerful computer system, business efficiency can be seriously impaired. And in some instances, even a very short interruption to the mains supply can result in loss of some or all of the data held in an electronic system.

To provide protection for computerised business systems against the potentially damaging effects of mains interruptions, Chloride Transpack has developed a range of all-electronic uninterruptible power supply systems that maintain power to business equipment, whatever happens to the mains.

They range from a 150 kVA uninterruptible power supply designed for large computer installations, down to units which will sustain power to small office equipment.

A 150 kVA Transpack uninterruptible power supply (UPS) system will be live and supplying continuous, conditioned mains power to two computer systems as well as the stand lighting at IBS in Birmingham.

Chloride Transpack, Napier Road, Bromley, Kent BR2 8JA. 01-460 8551.

PRINTING

Speeds offset work

AM MULTILETH quick-change offset blanket is an original concept which gives its users "two bites at the cost cherry," as the developer says.

Taking the form of a "peel-apart" printing face, the quick-change also provides an air-stabilised backer which cuts the risk of print distortion under high cylinder pressures.

Cost savings come from the peel-apart construction. A used printing surface can be simply peeled off the backer (itself adhesive-mounted on the blanket roller) and replaced in a few seconds with a fresh printing surface. The fact that surfaces can be substituted while retaining the main backer element of the blanket, means that users save down-time costs over the use of conventional blankets.

The second advantage lies in indirect savings arising from the structure of the backer. Micro-channels of air in a compressed fibre cushion provide ideal compression characteristics when printing—which means that distortion is minimised when the blanket is subjected to different squeeze tolerances during printing runs.

One computer, an ICL 7502 terminal processor, will be on the Transpack stand, while the second machine, on the adjacent ICL stand, will be a System 10 machine complete with supporting terminals and core memory. Both these systems and the Transpack stand lighting will be protected against a complete power blackout, or short term interruptions caused by voltage and frequency deviation from the specified norm.

Also displayed will be an all-electronic frequency conversion system to provide 415 Hz, 3-phase power for large computers such as the IBM 3031 and 3032, Amdahl and ICL 2950 models. With the addition of a battery bank, the frequency converter can provide full no-break facility, as well as frequency conversion and mains conditioning.

Other static emergency power supply units suitable for smaller office equipment will be on display.

Transpack's co-operation with ICL at the IBS is partially a reflection of recent occasions where ICL computers have been supplied to end-users complete with Chloride Transpack uninterruptible power supply systems to provide 415 Hz, 3-phase power for large computers such as the IBM 3031 and 3032, Amdahl and ICL 2950 models. With the addition of a battery bank, the frequency converter can provide full no-break facility, as well as frequency conversion and mains conditioning.

Other static emergency power supply units suitable for smaller office equipment will be on display.

Transpack's co-operation with ICL at the IBS is partially a reflection of recent occasions where ICL computers have been supplied to end-users complete with Chloride Transpack uninterruptible power supply systems to provide 415 Hz, 3-phase power for large computers such as the IBM 3031 and 3032, Amdahl and ICL 2950 models. With the addition of a battery bank, the frequency converter can provide full no-break facility, as well as frequency conversion and mains conditioning.

Other static emergency power supply units suitable for smaller office equipment will be on display.

Transpack's co-operation with ICL at the IBS is partially a reflection of recent occasions where ICL computers have been supplied to end-users complete with Chloride Transpack uninterruptible power supply systems to provide 415 Hz, 3-phase power for large computers such as the IBM 3031 and 3032, Amdahl and ICL 2950 models. With the addition of a battery bank, the frequency converter can provide full no-break facility, as well as frequency conversion and mains conditioning.

Other static emergency power supply units suitable for smaller office equipment will be on display.

Be in control with... advertisement for a control system

IN THE OFFICE Copier for general use

RONCO VICKERS is launching a general office desktop copier, the DE100, on September 1. It uses high level electronics and a microprocessor monitors all functions from the 1-60 copy-preselector, memory and pause controls, to operational checks and diagnostic fault analysis, keeping service costs to a minimum.

Extremely simple to operate the copier is designed for any business with a variety needs averaging 1,500,000 copies monthly. Costs per copy work out at 1p or less, depending on the nature of the work, and the machine has been tested successfully for superior reproduction on standard office stationery from 60-120 gsm copiers at an average of 10 copies a minute. The first copy speed is six seconds.

Ronco Vickers, Reprographics Division, P.O. Box 3, South Street, Romford RM1 2AR, Essex. Tel: 70-49000.

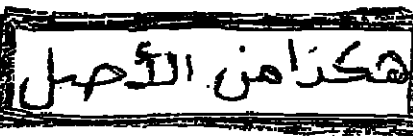
QUALITY CONTROL Tests the valves

AEROSOL valves coming off the manufacturing lines can be checked accurately with new equipment produced by the control equipment section of the Bertin and Cie organisation in France.

Two versions are available. One is for continuous spray valves and the unit checks air-tightness at rest and the flow rate when the valve is opened. The second version is for metering valves. It checks air-tightness and the exact volume of the dose delivered.

In both instances, the equipment will verify valves covering a wide range of capacities, to fit caps from 18 to 20 mm diameter, at a rate of 60 valves per minute. Any valve with a defect is automatically rejected. Bertin et Cie, BP No. 3, 78370 Plaisir, France.

THE ARTS



Cinema—Edinburgh Film Festival

Hitting the Jackpot by NIGEL ANDREWS



Lorraine Chase and Kenneth Williams

Leonard Burt

Greenwich

The Undertaking by B. A. YOUNG

The undertaker of the title is Kenneth Williams. In one of the shortest and least funny parts he has played for a long time. He runs an eccentric burial parlour, where corpses are rescued from their coffins and embalmed in the image that would most have pleased them in their life. All this offstage, however. We only hear about it because when the wistful girl Dawn (Lorraine Chase) arrived in his workshop she was still alive.

his two brothers and their wives to "a family funeral" without mentioning whose funeral it was. None of them even asked until the service was over, and apparently the parson did not include the information in his rubrics.

useful alternative was to telephone a taxi rank. There is a wisp of plot that concerns David's resolution to cancel the performance of his symphony now that he finds Dawn alive. Why he should do so is not clear, but then his motives never are. When he and Dawn were living together, he composed like anything, but suddenly he found he could only go on if he turned her away. He did turn her away, she took on overdose, and although he was anxious to have her interred in style her death apparently kept the music sparking. Only when she came to life again was there a risk of failure.

Advertisement for Banco di Napoli, featuring a logo with a figure and text: 'In MOSCOW', 'BANCO DI NAPOLI', 'Representative Office', 'Intourist Hotel, Ul. Gorkovo, 3-5 Tel. 2037342'.

Both the brothers, Sir Paul (John Barron) and Frank (Gerald Flood), believe that if the symphony is cancelled it will ruin their careers. Their respective wives pass the time in sitting at Dawn's bedside and making tactless promises to her. The undertaker responds to all their arguments with floods of pseudo-philosophy couched in legal processes with the relationship of the rich with their servants. Mr. Williams, immaculate in a black tailcoat, keeps a straight face, though he sometimes looks as if he would rather break out into a television commercial jingle. The other men only shout. As the author has done little in the way of character-drawing, it doesn't matter which shouts what. Miriam Karlin does at least try to infuse a touch of character into Frank's wife Ernestine, but to no avail.

All the family leave at the end, cars having no doubt materialised, and the undertaker is left alone with Dawn. "Are you going to want to have me," she asks him. "Once you're dead," he replies, no doubt symbolically.

The director is Donald McKelvie, who really must get those men to lower their voices a bit. The charming ecclesiastical set is by Saxon Lucas.

Donald Sinden to open RSC's new London Bookshop. Donald Sinden will open the Royal Shakespeare Company's new London Bookshop next Monday, September 3 at 6.00 pm. Situated next door to the Aldwych Theatre it is the RSC's first bookshop in London.

It will be selling such items as original production photographs and costume drawings, RSC calendars and diaries, and RSC production posters (and framing kits).

You will suspect that I have shared in the Edinburgh Film Festival if I trumpet its praises yet again, sounding an even louder note than last year. But the festival continues to provide such astonishing value for its less-than-showering budget that I sometimes believe the entire British economy should be put in the hands of festival director Lynda Myles and her miracle-working cohorts.

Once again Edinburgh's far-divided cinemas necessitated long walks, costly taxi-rides or Noah's Ark journeys in the film festival minibus. But once again the effort was ungrudged because the cinematic incentives at the other end were so strong, the proliferation of hospitality and information around the festival so unstinting.

The British movies on show, as if sea-changed by Edinburgh's proselyting enthusiasm, were better than at any other festival this year (or any previous year at Edinburgh for that matter). I have waxed eulogistic about *Quadrophonia* already in these pages, but Kenneth Loach's *The Black Jack* and Derek Jarman's *The Tempest* also impressed and excited, stealing much of the thunder, normally reserved at Edinburgh for pyrotechnic new movies from America.

Black Jack came to Scotland already garlanded with praise—and a prize—from the Cannes Film Festival. If the name Kenneth Loach spells out (our proletarian realism to you—he made *Poor Cow*, *Kes* and *Family Life*—then adjust your preconceptions. *Black Jack* is a children's story set in 18th Century England and juggling with such unlikely components as fairground dwarves, itinerant quacks, orphaned children and a French giant (the *Black Jack* of the title). Loach's long absence from the big screen has clearly been a rest-cure. He has stormed back minus the social unreachiness of yesteryear and plus a new and rejuvenating humour. The characters walk and talk with an off-the-cuff freshness that fits with, but never falls into, anachronism. And although

there is a hint of class-war propagandism in the film—the ladies are nearly all aristocrats or bourgeois, the goodies are mostly peasants—the weight of the message never capsize the buoyant momentum of the story.

I was second to few in my resistance to Derek Jarman's last film *Jubilee*, a lurid and over-seasoned *ragout* of Campy, Punkery and Warholiana that should have passed out indigestion powders with its press hand-out. But Jarman's new film, a movie version of Shakespeare's *The Tempest*, is the perfect answer to critics too hasty to write off Jarman's rucoco dementia of a talent.

The ready-built parameters of Shakespeare's play keep the talent for once within a coherent, shapely arena, while still allowing it sufficient space to whirl and spark in razzle-dazzle patterns.

Prospero's "island" has here become a gawdaw-crammed and sumptuously decaying stately home (somewhere in North England), and Beatrice Williams as the brooding philosopher-Duke holds sway over a rumbustiously obscene Caliban (Jack Birkett of the Lindsay Kemp troupe), a white-jumped Ariel (Karl Johnson) and a perky, coquettish Miranda (Toyah Wilcox). Hugely enjoyable, visually a feast, and always intelligent in its re-interpretation of Shakespeare, Jarman's film should be seen and fêted in London without delay.

There was also a disappointment among the new British movies. Chris Petit's *Radio On* has been touted for many months as the British cinema's first and eagerly-awaited road movie. It was made on a pitance budget and tells of a young man's journey from London to North England to investigate his brother's mysterious death. The cross-section of spiritual orphans he meets on his travels—ranging from a soldier from Northern Ireland to a German girl with a broken marriage—challenge him to test his incoherence to communicate. The film's

associate producer was Wim Wenders, the German director whose movies (notably *Kings of the Road*)—clearly found an answering cord in Petit and whose spirit haunts *Radio On*. But while some scenes in the movie hit a nerve and haunt the mind (it is beautifully photographed in black-and-white by Martin Schafer) too much of it lies across the screen like a half-etherised slab of angst,

Zen was seen in London four years ago and showed Westerners that there could be more to Hong Kong cinema than the yowls, grimaces and jaw-smashing kicks of Bruce Lee. His new films, *Legend of the Mountains* and *Raining in The Mountains*, carry on the evangelistic work.

Made back-to-back in exotic locations in Korea, these epic period tales of feuding ghosts and intrigue-ridden monasteries have a dazzling beauty.

could have picked any of the following and found the cost of a ticket just about worth-while. Eduardo de Gregorio's slow but beguiling *La Menoré Courte*, set in Paris, is an art-movie answer to *The Boys From Brazil* and *Marathon Man*; portraying his Nazi war-criminal villain not as a Hollywood ogre but as an "ordinary" incognito businessman found at the end of a winding trail of Kafkaesque mystery.

Krzysztof Zanussi's *Night*



Frank Langella in "Dracula," which opened in London this week and will be reviewed next week by Nigel Andrews

richer in pretension than in achievement.

A fresh wind from the East blew into Edinburgh this year, in the shape of two films by the Hong Kong director King Hu. Hu's famous *A Touch of*

He uses the wide screen for all the panoramic power it is worth and he deploys the traditional Peking Opera-style fight scenes—airial leaps, wind-bopping costumes, the balletic violence of limbs and weapons—not as a *décor* for flagging moments but as integral climaxes in a subtly developed story.

King Hu's work has gone far beyond the stage of having to be judged within the context of Hong Kong cinema. It is world-class movie-making and it deserves a world-wide audience.

American movies, meanwhile, usually an undisciplinable cornerstone of the Edinburgh Festival, this year showed signs of slipping from place. The annual contingent of independent films and the lively, low-budget exploitation movies from the U.S. were both smaller and less impactful than hitherto. Neither Alan Arkush's *Rock 'n' Roll High School*, for example, a Z-movie pastiche of *Grease*, nor *Dusty Nelson's Effects*, an inept and peony-dreadful horror movie, had the vitality and pungency of John Huston's tale of religious faithfulness down South, *Wise Blood*, which I praised from Cannes and which made a welcome reappearance at Edinburgh.

From the tumbola of European films at the Festival you

of a wartime romantic entanglement between a Nazi officer (Matthieu Carrière) and a Polish Baroness (Hajka Konoprowska) in occupied Poland; and at their doomed attempt to clear a space for love and intellectual sympathy amid the ever-conglomerating debris of war.

The pick of the European films, though, was Rosa von Praunheim's *Army of Lovers*. There is something about making a gay documentary that brings out the best and the worst in film-makers. Discretion and proportion are thrown to the winds, and personal prejudice and erratic humour rush into replacing them.

In Herr Von Praunheim's film (the Rosa is strictly misleading) a nationwide survey of homosexual movements in modern America is interspersed with scenes of hilariously questioning. Our director lends his own presence to demonstrations of gay mating habits. Our censor may or may not take kindly to these, but I wish he could give *Army of Lovers* as a whole consideration. The film may be all-over-the-place both as a work of documentary and a work of art; but it is hard to resist its vitality and its euphoric championing of both the real and the ideal in gay life.

Albert Hall/Radio 3

Kullervo by RONALD CRICHTON

Sibelius wrote his big programme symphony *Kullervo* in the early 1890s, when he was still under 30. In spite of initial success, he put it away. Though significantly he did not destroy it, he only allowed performance of the central movement on its own, during his long lifetime. Towards the end it seems that he softened to the extent of allowing his son-in-law Jussi Jalas to perform the whole work after his death. This was duly done, though it took Kullervo another 12 years to reach Britain, in the edition of Paavo Berglund used at Wednesday's Prom by Rozhdzestvensky and the BBC Symphony Orchestra.

The symphony is in five movements generously laid out for full orchestra, male-voice chorus (heard in the third and fifth movements with mezzo and baritone solos third movement only). The subject matter comes from the Kalevala epic and concerns the hero Kullervo, yellow-haired and blue-stocking, who had the misfortune

while unaware of her identity, to seduce his own sister. The score is remarkable, among other things, for the way it foreshadows future developments—more closely in fact than the First and Second Symphonies which were to follow in a few years. One detail not typical of later procedures is the magnificent, long-limbed theme presented in full at the opening, but there are also ostinatos with a strange power of propulsion, mysterious shadows and chilling dissonance.

No less interesting is the writing for voices, both for the soloists, representing Kullervo and his sister, and for the chorus. These pages seem to lead in directions that Sibelius preferred not to follow (perhaps if we are allowed another time to hear his few subsequent choral works, we shall find that this is not entirely true). There are, as one might expect in an early work, awkward lines, the second movement, "Kullervo's youth," an extended lullaby, nearly goes on too long for its

strong but simple character. The fourth, "Kullervo goes to battle," was surely added because Sibelius rightly thought that in a work on so large a scale there must be some change of mood and scene between the incestuous climax and the finale, in which Kullervo kills himself for shame.

Though Wednesday's performance did not quite achieve the flow, excitement and warm conviction of Berglund's with the Bourne-mouth Symphony, there were striking moments. The "Youth" movement and the finale had the firm outline, and precision of touch at which Rozhdzestvensky excels. There were also dull ones, some of them in the third movement, when the men of the London Voices appeared ready to face, and in the fourth, which came out on this occasion as mild as some of the master's suites of incidental music. The soloists, both from Finland, were Jsko Viltanen as Kullervo and Heljä Anervo as the sister; she opened up finely in her long lament.

St. John's, Smith Square Hong Kong Youth by NICHOLAS KENYON

Over half the population of Hong Kong is under 25, claimed the programme for Wednesday night's remarkable and extended event at St. John's (the climax of a month-long visit by two Hong Kong orchestras, the statistic is significant or not I cannot tell, but this tiny Crown Colony is certainly enjoying a musical renaissance of great vigour, especially in the field of youth music-making. Since a Musical Administrator was appointed in 1977, there has been much activity: some seven youth orchestras are now established in Hong Kong, performing both on traditional and modern instruments.

Wednesday's concert brought together the Youth Symphony Orchestra (playing Western music) and the Youth Chinese Orchestra, which treated us to a varied display of traditional solos. There was a group of solos: the powerful, brittle twanging of the pi-pa in *Shi Man Mai Fu*; the lovely buzzing of the er-hu in a sort of Chinese *Lark Ascending*; and the dour moaning of the ancient ku-chin in *You-lan* (The Orchid), a first century AD melody based on a haunting nine-tone scale.

Then there were some more jovial numbers for the whole blue-coated array of instrumentalists (curiously segregated by sex, as if certain instruments were for males or females only): old folk songs in modern guise, we were told, cymbals clashing, wind whirling, strings with that distinctive cutting

edge to the sound—arranged with gusto and brilliance and thoroughly 20th-century flamboyance; perilously close to Mantovani, or at least to Malcolm Arnold.

And at the end of the evening, a complete mime/ballet, *Monkey King*, which the orchestra had enterprisingly worked up for this tour in collaboration with a most talented group of Chinese dancers from Liverpool—a symbolic tale of monkeys, monks and demons, superbly costumed, danced with inventive skill, and provided with more worryingly westernised, fluently filmy music.

We could enjoy all this without too many worries or reservations; but the large Symphony Orchestra which

began the concert had a harder task to persuade us. Under the well-known English educationalist (and now consultant to the Hong Kong Government) David Stone, they gave a bit of a demanding programme: Walton, Pachelbel, Mahaud, Delius. Stuffy directed, they played stiffly, so that in spite of some individually fine contributions there was a curious incoherence in the end product—the percussion solo too recessed in Mahaud's Concerto, the lines un-moulded and lumpy in the Delius. Better to have given us some of the Chinese repertoire; there is clearly a wealth of enthusiasm and talent in these players which needs to express itself in music where it feels at home.

Arts Council theatre directors' bursaries

The Arts Council has made ten awards to young directors to enable them to further their training in the theatre. FIVE awards go to trainee directors who will be working for one year with a company by whom they are adopted, and five go to associate directors to enable them to work for up to a year with a company by whom they are sponsored.

The trainee directors are: Anne Castledine (38) who will be working with Michael Winter at the Theatre Royal, York; Rupert Creed (23) with Mike Bradwell at Hull Truck Theatre Company; John Ratlack (28) with Michael Bogdanov at the Young Vic; David Fleeshman (26) with Kenneth Alan Taylor at the Coliseum Theatre, Oldham; Alby James (24) with Stuart Burge at the Royal Court Theatre, London.

CAMPAIGN FOR REAL ALE? WHAT'S IN IT FOR ME? Illustration of a man holding a glass of beer.

Basically, the chance to keep drinking the Real Ale you obviously enjoy! CAMRA is the organisation that's kept Real Ale available—and a powerful voice in demanding that it stays available too. CAMRA membership costs £4 a year. But what's £4 for adding your voice and safeguarding your favourite brew? You know the alternative! In addition, you receive your member's handbook, CAMRA's lively monthly newspaper 'What's Brewing', discounts on many drinking books and goods, and the chance to partake in brewery trips, get involved with Beer Festivals and mix in the company of Real Ale drinkers like you! Join CAMRA's rank, now by filling in the coupon below.

Form for CAMRA membership application, including fields for Name, Address, Telephone, and Signature.

NOTICE OF REDEMPTION To the Holders of ENTE NAZIONALE IDROCARBURI E.N.I. (National Hydrocarbons Authority) 7% Sinking Fund Debentures due October 1, 1981. NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Sinking Fund for the Debentures of the above-described issue, Morgan Guaranty Trust Company of New York, as Fiscal Agent, has selected by lot for redemption on October 1, 1979, at the principal amount thereof \$1,000,000 principal amount of said Debentures, as follows:

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4A 3DF
Telephone: 553121, 553122
Telex: 553121, 553122
Telegrams: Finzine, London F54. Telex: 553121, 553122
Telephone: 01-225 3000

Friday August 31 1979

Test for the job market

AFTER ONLY seven months, 1979 is already established as the worst year for labour disputes since 1972. Since existing disputes in engineering and the motor industry are still in their early stages, and there are many potential disputes to come in the new wage round beginning in October, it is clear that the margin over last year is likely to be very large — perhaps a hard winter in private industry, and perhaps public industry after the last hard winter in the public and transport services.

Adjustments
It is conventional to deplore such a state of affairs, and complain there must be a less destructive way of establishing wages and conditions of work, and every sensible person on either side of industry must support this as a long-range objective. However, the labour market is still in the second stage of a violent adjustment to realities which have altered radically. It seems probable that this adjustment simply cannot be made peacefully; indeed, the outcome of the disputes this winter may go a good way to determine whether it can be made at all. It is as well to understand what is at issue and what is at stake.

The issues are complicated. Negotiators face two sets of realities, which sometimes point to opposite conclusions. First, we are still in the process of unwinding the distortions caused by a rigid incomes policy and its subsequent messy collapse.

Ranking
This means that a number of important groups feel aggrieved because the settlements they achieved last year, which appeared a victory for militancy when measured against Labour's five per cent norm, have proved well below average in the event. Some of these groups have seen little or none of the general increase in real incomes which has supported consumer spending in the first half of this year. In many cases employers recognise the need for adjustment simply in order to restore their customary ranking in the market. This means that some offers—for example the offer already made by Vauxhall—will appear unrealistically large measured against the pressures of competition.

These pressures provide the second set of realities. In many cases industries are simply in no position to grant ambitious claims, even where these might be felt in some sense to be just.

The Caribbean needs help

THE DANGEROUS hurricane that is currently sweeping across the Caribbean menacing life and property may be seen as an unhappy parallel to the political and economic storms which beset the region. Over the past year, but increasingly in the past few weeks, news has come from the area of unrest and crisis.

In Guyana the increasingly authoritarian tendencies of the Prime Minister, Mr. Forbes Burnham, have heightened the unhappiness of many Guyanese with his rule. The results of the referendum held in July last year and of previous parliamentary elections are widely regarded as questionable.

Fraud
Though Mr. Burnham has claimed that the voting committee that he still enjoyed overwhelming support in the country, evidence that his ruling People's National Congress either committed or condoned fraud is strong. The fact that he had to cancel his visit to Lusaka for the Commonwealth Conference earlier this month because of domestic unrest illustrates the seriousness of the situation in Georgetown.

Inevitably there is speculation that Mr. Burnham's opponents may be tempted to follow the example set in March in Grenada where Sir Eric Gairy, whose rule bore striking parallels to Mr. Burnham's, was overthrown in a military coup d'état by the forces of the centre left.

This year has also seen trouble and confusion in Dominica and — as if to underline the fact that regional political crises are not the monopoly of the Commonwealth Caribbean — in the French Caribbean territories.

Independence
These local troubles have been given a growing international dimension by the fact that some of the most populous of no more than 100,000, are according to full independence from Britain

and gaining votes at the United Nations and other international bodies. What is more the U.S. understandably regards the region as very important from the strategic point of view.

The political imbroglios of the area have been exacerbated by the economic situation in most of the countries. Apart from Trinidad and Tobago, which is a major oil and gas producer, they have been gravely hurt by the rise in the price of oil imports. At the same time the demand for their goods and services, from tourism to sugar and bauxite, has been slackening. The economic fate of much of the region hangs by a thread.

In this context the cries of distress and the accusations of Cuban mischief-making which have been heard in the developed world as the news of unrest and crisis comes from the Caribbean must give way to something more constructive and realistic.

Lending
The continuing precariousness of the economic life of much of the Caribbean precludes any genuine and lasting political stability. If Europe and the U.S. want calm in the region they must be prepared to put more financial and technical resources there. The lending agencies, while exercising prudent control over borrowing, must take account of the fragility of the region in framing their conditions.

The Caribbean Development Facilities managed by the World Bank may be the beginning of an answer to the region's financial problems but much more must be done. No less important is the question of assuring the Caribbean of export markets for its products.

When the trade negotiators of the EEC and other countries consider those commodities in which the Caribbean has a special interest, the particular disabilities of the region should be taken fully into consideration.

The titanium shortage puts governments on their metal

AN important and highly specialised metal now in short supply in major industrialised countries has been causing concern in Britain and the U.S. in recent weeks. Processed predominantly from a plentiful mineral called rutile found on Australian beaches, the scarcity of titanium is worrying aerospace manufacturers in the U.S. Meanwhile Russia, which is also a major producer, is said to be extending its use in military submarines.

The metal, which has a variety of industrial uses where heat and corrosion resistance are important, has also provided one of the first major embassments for the British Government's industrial policy. The Government wishes to reduce drastically the amount of State aid to industry. But Sir Keith Joseph, Industry Secretary, has been forced reluctantly to sanction a National Enterprise Board project for a new titanium granule plant costing up to £30m — while adding that the NEB must search for private sector finance to take over its stake.

Echoes of the past

Ironically, this is the second time in nine years that a Conservative Government has had to trim its policy of disengagement in order to put up money to ensure the survival of the technological successes of one of the UK's major companies — Rolls-Royce.

At the beginning of the decade, the last Conservative Government's "lame duck" policy was pushed aside in a multi-million pound rescue of Rolls-Royce which had collapsed developing its RB-211 aero engine. Now Sir Keith has been persuaded by Rolls-Royce's desperate need for special sorts of titanium alloys, which are only made in the UK and are used extensively in the RB-211 and other aero engines, to agree that up to £20m of public funds should be spent on the new plant, which is to be built on Teesside by 1982.

The paradox this time is that State aid should be needed at all when there is a world-wide shortage of titanium and when private sector companies in other countries such as the U.S., Japan and France are building or planning new titanium plants. Projects are also being mooted elsewhere, including China.

Yet, so far, no significant private sector backer has come forward to take the place of the NEB on the Teesside plant which is to be run by a company called Cleveland Titanium in which Rolls-Royce (itself an NEB subsidiary), and ICI (which melts titanium granules or sponge into metal alloy) are to be minority partners, together subscribing only about 15m of the cost.

There are three main reasons for this paradox. First, titanium production has been an erratic and often unprofitable business since it was developed some 25 years ago and has often dis-

appointed investors. It has been hit by changes in various governments' defence policies leading to cancellations of major aircraft projects, as well as by the cyclical nature of civil aircraft building. It has also been affected by dumping from Russia, the world's largest producer of titanium, which has helped to cause some international controversy over tariff barriers. Secondly, there are the various new plants being planned around the world.

Companies like Rio-Tinto Zinc, which have been approached by the NEB, have not been convinced that the UK project will be sufficiently internationally competitive when the other new plants come on stream and the current surge in aircraft manufacture ebbs. The NEB on the other hand believes that in addition to its strategic importance, its plant can be commercially viable, providing that it gets into the market place quickly enough.

Thirdly and most important, Rolls-Royce is hooked on titanium alloys produced by a different chemical process than that used in the rest of the world. The UK method, developed by ICI, is called the Hunter process, and uses sodium to reduce the raw material into titanium granules. The rest of the world operates the Kroll process which uses magnesium to produce titanium sponge.

ICI's Mond Division has supplied Rolls-Royce with titanium, via ICI, which is the world's third largest titanium alloy manufacturer, since alloys for aircraft were first developed 25 years ago. But it is now pulling out of the business having often worked well below capacity and having made a loss for most of the past 11 years. Its titanium granule plant in the middle of its Wilton complex on Teesside (a few miles from the site of the new plant) is old and rundown and has become increasingly irrelevant. In Wilton's chemical operations since ICI ceased being the major shareholder in ICI two years ago.

The problem now however is that ICI's poor performance as a titanium producer has given its Hunter method something of a bad name as an expensive and unprofitable business and its future is being put in jeopardy by private sector investors for the new project.

In pulling out of the titanium business, ICI is following a path trodden during the past 20 years or so by other countries' manufacturers. In the U.S., companies were initially encouraged when the Government backed the early development of titanium for six years till 1956, by which time the country was producing 33,000 tonnes a year. Then defence expenditure switched to missile development, which uses less titanium than aircraft, and the Government halted its support.

This prompted the withdrawal within a few years from titanium manufacturing of such names as the Dow Chemical (now re-entering the business), Dupont, and Union Carbide, leaving the three cur-

Japanese report

Meanwhile there have also been reports that, among expansion plans in Japan where Osaka Titanium is the biggest producer, a new version of the UK's Hunter process is being developed by Nippon Soda.

The history of titanium as an important non-ferrous metal for the aerospace and other industries goes back to the early 1930s, although the Kroll process was invented in 1937. Titanium dioxide (TiO₂) was first recognised as the oxide of an unknown metal by a Cornish clergyman in 1791 and was named after the Titans by an Austrian chemist in 1795. The main minerals in which it is found are rutile (which supplies almost all the Western world's needs, mainly from Australia) and ilmenite, which is used extensively in Russia.

The most common use of titanium dioxide is for pigments in paints. For use as an alloy however, it is turned into titanium tetrafluoride which is then reduced by the Kroll or Hunter methods using magnesium or sodium. The Kroll magnesium method was invented

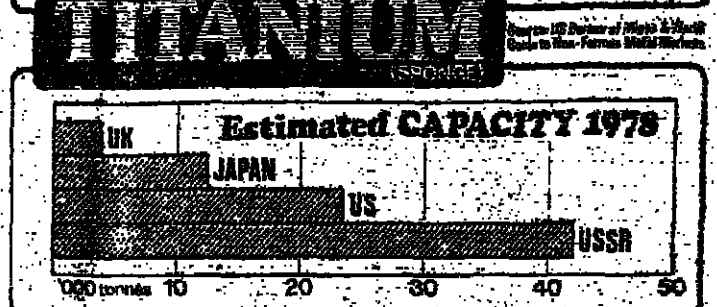
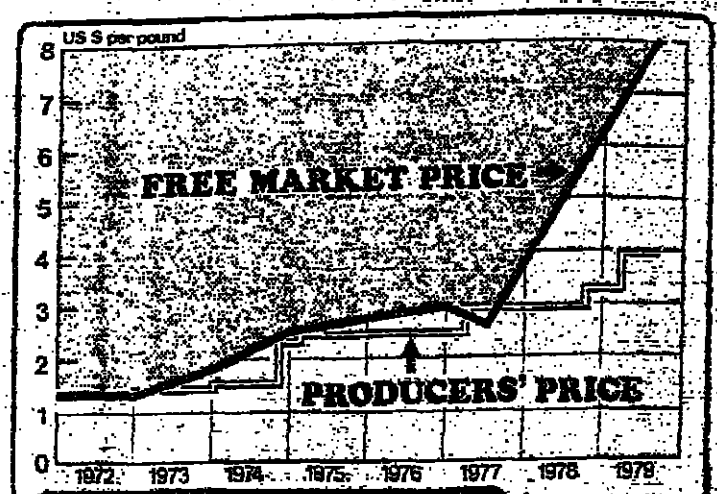
Even if he had the time, Shaw — still known as "Rocky" in Lime Street — feels his style would be too out of date for a return to the boards: "I was a singer when it was a *la mode* to sing in tune," he says with a hint of hauteur.

Tea and terror
In the latest accounts of McLeod Russel, the tea-plantation owners, I spotted an item rarely seen in such documents: The profit for 1975 included a grant of £223,000 received from the Zimbabwe Rhodesian Government in respect of loss of profits due to terrorist activity in the previous year. Behind this lies the story of what must be the most dangerous tea estate in the world — the one along the Mozambique border, in a region infested by Robert Mugabe's fighters.

McLeod Russel bought the estate in 1975, when the risks were already high. "We are keeping our head above water out there," a spokesman assures us.

Like many other people with interests in Central Africa, the company will be anxious for a positive outcome from the Lancaster House talks starting on September 10. As the war goes on, Zimbabwe Rhodesia is paying more than £10m a year in compensation, and the amounts rise every month. But this is all in the local dollars, which is all to stay in the fringe line.

Proper and improper
The art of lexicography has become much more scientific since Sam Johnson, in 1755, wrote such entries as: "Patron, *Commonly* a wretch who supports with insolence and is paid with flattery." But Patrick Hanks, after his 10-year stint editing Collins New English Dictionary — print order, 200,000 — admits to retaining his own whims. "I like rock music," he



ACCURATE figures of world titanium production are hard to come by because the Soviet Union is by far the biggest producer. Latest estimates by the U.S. Bureau of Mines are that output rose by 19 per cent in 1978 but that stocks fell by 27 per cent as a result of demand rising even faster. The bulk of titanium sponge is sold in the Western world as prices fixed by the leading producers under direct supply contracts with consumers. These prices are normally changed infrequently but in recent years have been raised steadily to \$4 a pound in the U.S. and a range of \$3,400 to \$3,600 a tonne in Britain.

The so-called "free" market covers titanium supplies, mainly from the Soviet Union, brought and sold by metal merchants. Although it accounts for only a small proportion of total sales, less than 5 per cent, the free market is a good indicator of supply-demand trends. The shortage of supplies is well illustrated by the sharp rise in free market prices recently.

Against this international background, the NEB, acting on the orders of Sir Keith Joseph, is securing the world's financial institutions, titanium producers, and industrial companies, for a partner to take over its planned investment.

The NEB's problem is that, while the Rolls-Royce requirements provide a strategic case for building a titanium granule plant in the UK, the manufacturing base is not proven. If the Cleveland plant confirms the UK's bad construction record and is built quickly and if, despite ICI's poor past record, the Hunter process proves to be internationally competitive, then a money spinning exporter might emerge. But if labour and other troubles slow down construction and the process remains inefficient, producers in other countries will be free to feed the growing international demand for titanium. The Cleveland project would then turn out to be simply an expensive way of living with the technological britches of Rolls-Royce designers.

Ordering in advance

An executive at Titanium Metals has claimed that Boeing, the leading U.S. planemaker, is now ordering titanium three years in advance of its actual needs, which means that it is anticipating aircraft orders which have not yet been placed. If they fail to materialise, then U.S. titanium makers could again experience some of the old and familiar problems — unless of course, the U.S. Government does pursue its stockpile plans and foreign sources of titanium remain as tight as at present.

According to Mr. Simon, the U.S. imported 18 per cent of the 104,463 tonnes of titanium

WHY DO OIL-RELATED COMPANIES MAKE IT IN LIVINGSTON?

- Because Livingston, in Central Scotland, has:
- A good supply of graduate and skilled labour;
- Direct motorway communications and rapid access to major ports and railheads;
- A 15-min. journey to Edinburgh Airport;
- Liaison with nearby universities and technical Institutes;
- An expanding technological base in a major British growth area;
- Fully serviced industrial sites, factories and offices and maximum financial assistance;
- A range of housing for workers and key personnel.

Why not find out more by visiting the Livingston Development Corporation at the Springfield Room, Treetops Hotel, Springfield Road, Aberdeen from Monday September 3rd to Friday September 7th, 10.30 am - 9.00 pm. Telephone

Aberdeen 33377 and ask for James Pollock or Alistair Stangoe.

LIVINGSTON, SCOTLAND
The Scottish New Towns London Office
19 Cocksspur Street, London SW1Y 5BL
(Tel. 01-930 2631).

MEN AND MATTERS

Professor told: You've resigned

Professor Alan Day of the London School of Economics yesterday opened a circular letter — marked "for information" — telling him that he was no longer a member of the Air Transport Users' Committee. Earlier this year, he had been appointed chairman-designate of the committee, from October 1 until 1981. In both cases, the news had come from Nigel Faulkner, chairman of the Civil Aviation Authority.

Was Day surprised by the circular letter. He replies: "Very little amazes me in this matter any more." It was, he explains, the culmination of a fairly long disagreement between Faulkner and himself. Last week the CAA boss had asked him to write a letter resigning "through pressure of work." Day refused. "I replied that I would not tell a blatant lie."

Behind the dispute, I gather, were Day's plans to shake up the committee's administration. "The staff salaries reflect inflated civil service rates," he says.

The Air Transport Users' Committee is intended, as its name implies, to be helpful to passengers. "My plan was to make it more professional, in a sense more aggressive," says the thwarted chairman. Day recognises that Faulkner has the final word about this onerous (though unpaid) job; but he does not accept the assertion of the circular letter that he has resisted "owing to the pressure of other commitments" — from the committee itself.

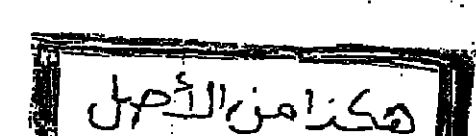
He is considering digging in his heels. "Some members of the committee are urging me to stay on and slog it out."

So chairman Faulkner, who reached 60 on the day he dictated the circular letter, may have given himself a tricky birthday present. Yesterday he was unavailable for any comment, and was reported to be in an unbroken succession of meetings.

Distant drums
Pop singers come and go, and when they are gone their new careers seldom seem to sparkle. But for Richard Shaw — stage name Rocky Shaw — things have gone from strength to strength. New songs he starts work trying to turn round the fortunes of the Lowlands Lambert broking operations — as a member of the board of Hill Samuel.

Pop has it true, formed a relatively small part of Shaw's life. But there must be many who recall his 1953 incarnation as a moonlighting £8-a-week insurance broker from John Minet crooning his way through Sinatra ballads: before Matt Monro, and others more notable, took over. "I don't think he'd remember me," says Shaw.

He tells me the worst experience of his 18 months as a singer came at the Hurlingham Club: "Jan Stewart, who ran the Savoy Band for 40 years, was so incensed by my performance that he pulled out the plug on me." The future Hill Samuel director was unimpressed: "I was employed to sing and so I sang them without the microphone, and with a 12-piece band blaring away behind me."



مكثان الأصيل

West Berlin: a subsidised paradise

THE THEME SONGS of West Berlin today come from Cabaret, the 1960s musical evocative of the 1930s. The rock show in a night club tends to consist of a jacked-up but otherwise naked young lady playing around with a toy machine-gun. Nostalgia piles upon nostalgia and no one can be quite sure of the extent of the irony, nor indeed whether any irony is intended at all.

Berlin remains what it always was, a very strange place. Few people could have predicted, however, the developments of the past few years. Two things have happened. The first is that the Four Power Agreement on the city in the early 1970s seems to have worked. Berlin today is no longer an area of great East-West tensions. There are stresses and strains to be sure, and the whole situation needs to be watched on an almost hourly basis. But the days when an incident in Berlin could have led to World War III appear to be over.

The second and presumably related development is that West Berlin has almost caught up with the Federal Republic. Anyone who comes here from Britain will have been conditioned by talk of zero growth and economic crises. In West Germany there is an economic boom almost reminiscent of the 1960s or of what economists-minded Germans tend to call "the golden years." It extends, as it did not always do in the past, to West Berlin. Signs of affluence abound and there is a surprising amount of economic confidence about the future. West Berlin has become in many ways like any other thriving German industrial city. There is no longer so much of a tendency to regard it as essentially different because of its geographical position inside the German Democratic Republic.

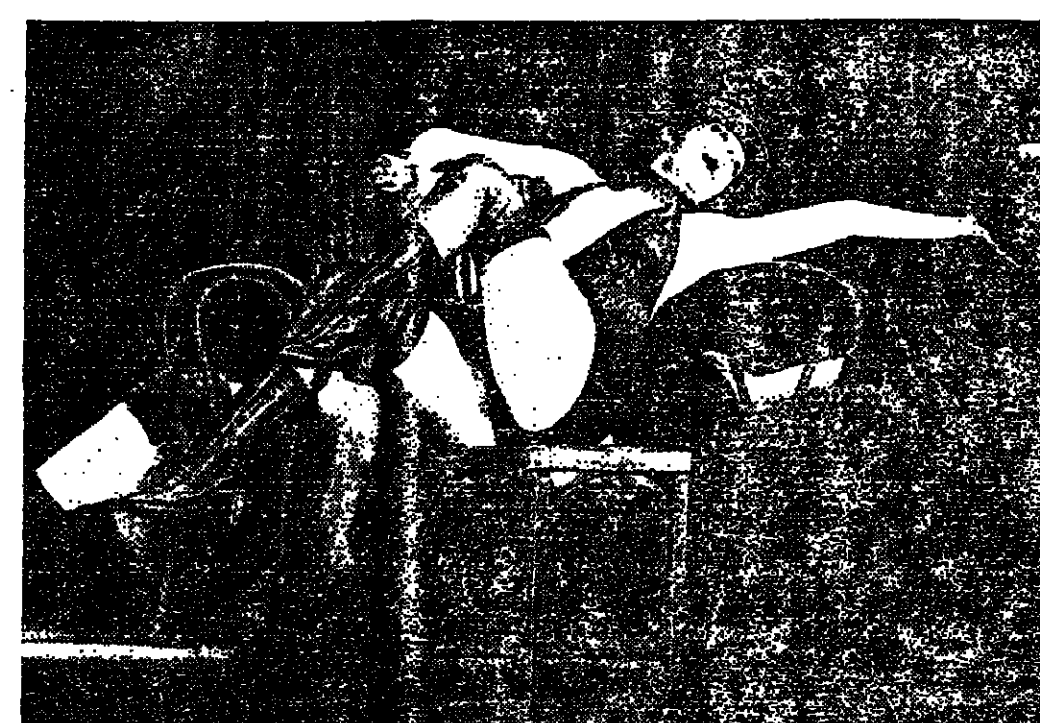
Yet there is also a catch. The Four Power Agreement — between Britain, France, the

U.S. and the Soviet Union — ensured a certain stability. But economic growth was not spontaneous. What happened was that the Federal Republic began to increase its Berlin subsidies. In 1969 the budget of the West Berlin Government was subsidised by about 40 per cent by the Government in Bonn. Today the figure has risen to around 54 per cent.

One can put the figures in other ways, nearly 60 per cent of all the regional aid provided by the West German Government goes to Berlin. Or again, the aid received from Bonn is 1.6 times higher than West Berlin's contribution to West Germany's gross domestic product. It is also notable in passing that it has been accepted by NATO that aid to Berlin should be counted as part of West Germany's defence expenditure. By this reckoning, which may well be artificial, Bonn's defence spending appears substantially higher than it actually is. The inclusion of aid to Berlin under defence takes defence spending up by nearly one percentage point of GDP.

Berliners pay less income tax and West Berlin companies pay less corporation and value added tax than their counterparts in the Federal Republic. One of the latest ventures is a scheme to subsidise a Berlin film industry, though there are difficulties about deciding which films should be helped. Pornography is regarded as distasteful, but sometimes acceptable. No one quite knows where to draw the line. The real problems, however, come with political films, some of which are distinctly hostile to the West German Constitution.

The departure from the rules of the market economy may be explained because Berlin is a special case. But something else has happened. Quite a lot of people appear to like the present situation and indeed to prefer it to that of the rest of West Germany. The decline in West Berlin's population has more or less come to a halt. Last year there was actually an increase and if it was accounted for by an inflow of foreigners, it has always been the case that Berlin is a cosmopolitan city.



Liza Minnelli in the film Cabaret, whose songs still dominate West Berlin.

with Herr Stobbe pressing for an early meeting between Chancellor Schmidt and the East German Head of State, Herr Honecker. The Chancellor is demurring and since the East German authorities are going through a period of tightening up internal discipline it is hard to believe that the moment is auspicious. Herr Stobbe's point is that it is precisely at times like these that West Germany must keep up the pressure for further improvements.

Concessions

Yet the disarrangements are probably confined to timing and tactics. Of the need to go on negotiating with the East Germans there is no doubt. There is no doubt either about the general approach and it again comes back to money. The theory is that East Germany needs foreign exchange and will be prepared to make political concessions in order to get it. That has been the basis of the progress so far. The West Germans, for instance, are financing the autobahn from Berlin to Hamburg. Other, similarly financed, improvements in communications are under way. It is also notable that East Berlin is benefiting from the shortage of hotel rooms in the West. Many of the visitors to the current Home Electronics Fair are being obliged to sleep on the other side of the Wall, thus providing further foreign exchange.

It has been discovered that the geological structure of Berlin is such as to allow massive underground gas storage. The problem is that East German permission would be required for the laying of pipelines and cables across its territory.

Again the answer comes back to money. Herr Stobbe at least is convinced that sooner or later the East Germans will agree because they will want the hard currency. There may be greater scepticism in Bonn, and less willingness to pay, but there is no basic difference in the approach. It is that the way to improvements in Berlin lies through cash and that West Germany can afford to provide it. It is also almost as if West Germany has assumed a special responsibility to finance the East German economy.

The story has no moral, except perhaps the power of money. It may also show the unwisdom of making predictions. Who would have thought a decade ago that West Berlin would become such an apparently thriving industrial city so relatively free of tensions? And the story is far from over. Herr Stobbe would like to reopen the Brandenburg Gate which stands today as an historical monument between East and West Berlin. He says it should be possible to do it without reunification which he denies he is seeking, and anyway no one can say how reunification could possibly come about. What seems certain, however, is that change will continue. A process has been started that will be difficult to check and Berlin has turned out to be too lively an entity to be allowed to atrophy. There are in fact three Germanies, East, West and West Berlin, but from time to time they all act together.

Melcolm Rutherford

Subsidised

The exact figure for net federal aid to West Berlin is not available and depends on all sorts of calculations. The Government in Bonn puts it at present at around DM 5bn (£1.25bn) a year. And, of course in the context of the German economy as a whole that is peanuts. West Germany can afford to pay. But it is a very considerable contribution to the Berlin economy.

The result is that despite all the signs of affluence and growth, West Berlin is not like other German cities at all. It is a highly subsidised economy. The laws of the market have been almost suspended. Apart from direct subsidies, West

Moreover, some of the long-standing social problems have already been resolved, partly due to federal aid. In the early 1970s there used to be a shortage of kindergarten places. That appears no longer to exist. The staff-pupil ratio in Berlin schools is considerably better than in most West German cities. Demographic factors seem to be moving in Berlin's favour as the old die off, the young reproduce and new people move in. A decade ago it used to be a nightmare that Berlin would become a city of old-age pensioners. That is no longer the case.

What seems to attract the inhabitants is a feeling that Berlin is more relaxed than the Federal Republic. There is less competition, more room, less

pushing, it is easier to do what one likes, and, of course, all that would be true of a city as liberally subsidised, where all the infrastructure is provided and where even the student libraries, let alone the facilities for the children of working mothers, can be magnificent. West Berlin has become in many ways a Social Democrat paradise, though on somebody else's money.

The problem remains of what happens next, and it is here that the views of those in Bonn and those in Berlin may begin to diverge. It appears to be generally agreed, although there is nothing in writing, that the subsidies can not go on rising indefinitely. Herr Dietrich Stobbe, the city's governing mayor, says that he would like to bring them down to 50 per cent of the Berlin budget and stabilise them there. But there is no practical sign of that happening and no great groundswell of opinion demanding that it should. Meanwhile, companies already established in Berlin continue to receive cheap credits for new investments in the city even though they admit that they would make the investments in any case.

For Bonn the amount of money involved remains relatively small, although some of the poorer German leaders could start complaining about the privileges given to Berlin. It is a modest price to pay for ending the Berlin crisis and perhaps one day the Western sector really could become like any other West German city.

Herr Stobbe at least, however, has other ambitions and it is indeed difficult to see how the situation can remain static. The Four Power Agreement and the subsequent agreements improving relations between the two German States are part of a continuous process. They created the conditions for further negotiations, but as it is nothing like normalisation has yet been achieved. All sorts of compromises abound: the Berlin Wall, for example, the question is where Berlin goes from here.

Letters to the Editor

Developing countries

From Mr. O. Laband
Sir, — Professor Mann (Aug. 25th) states that the disposable income of the rural population in developing countries can be increased by food processing units instead of heavy industry. I would agree with this in principle, but the difficulties of establishing viable balanced units are manifold.

physically if necessary, any attempt at a reasonable solution to a difficult problem," I leave your readers to decide whether he merits support or whether they would support a movement willing to argue sensibly, to convince and to persuade.

Are the people of East Essex and North Kent of no importance? Councillor D. C. Wood, The Chase, Popham E. End, Rochford, Essex.

Brothers Discount Co's interest in Kirkland-Whittaker Group, Mr. James Bartholomew made a number of assertions about the relationship between discount houses and their money-broking subsidiaries which call for comment.

No time since the Bank of England in 1965 first allowed discount houses to make such an investment has it expressed the view to me or to my predecessors that it "dislikes a money market principal (like ourselves) owning a broker" or that there is any "fundamental clash between the discount house's function and that of the broker." At no time has it obliquely or directly suggested to us that it would be happy to see us divest ourselves of our investment.

Institutions could be abused, just as in a merchant bank the relationship between the investment department and the corporate finance department could be abused. In practice the parties operate at arm's length. If it were otherwise their reputation for impartiality would be destroyed overnight, with consequences to the business so detrimental as to outweigh any temporary advantage.

W. J. Kilpatrick, Gillett Brothers Discount Co. 65, Cornhill, EC3.

GENERAL
UK: Striking Mersey dockers mass meeting to consider peace formula.
British National Oil Corporation monthly Board meeting in Glasgow.
Pay talks at Vauxhall Motors.
National Society of Operative Printers, Graphical and Media

Personnel (NATSOPA) executive council meets.
Overseas: Mr. Walter Mondale, U.S. Vice-President, continues tour of China.
Striking Rotterdam dockers meet to discuss a renewal of wage talks.
COMPANY RESULTS
Final dividends: Parker Timber Group, Stoddard Holdings, Interim dividends: Church and Co. George Spencer, Wagon Finance Corporation.

LANCHTIME MUSIC, London Band concert, Tower Place, noon to 2.00 pm.
Pop band Travelling Voice concert, St. Margaret-within-Ludgate, 12.15 pm.
First and last cello sonatas of Beethoven, John Franca (cello) and Eric Stevens (piano), St. Lawrence Jewry next Guildhall, 1.00 pm.

Unit cost per kilo or litre produced must be at least as low as those of imported goods or if export is the aim the CIF price must be competitive with goods produced by possibly larger units. Marketing small amounts creates problems unless the product is exotic or specialised.

Discount houses
From the Chief Executive, Gillett Brothers Discount Co.
Sir,—In the course of his two articles last Saturday, in which he referred in passing to Gillett

As Mr. Bartholomew says, the relationship between the two

Supplies of gas

From the Head of Technical Advisory and External Affairs Department, Institute of Purchasing and Supply

GENERAL
UK: Striking Mersey dockers mass meeting to consider peace formula.
British National Oil Corporation monthly Board meeting in Glasgow.
Pay talks at Vauxhall Motors.
National Society of Operative Printers, Graphical and Media

Personnel (NATSOPA) executive council meets.
Overseas: Mr. Walter Mondale, U.S. Vice-President, continues tour of China.
Striking Rotterdam dockers meet to discuss a renewal of wage talks.
COMPANY RESULTS
Final dividends: Parker Timber Group, Stoddard Holdings, Interim dividends: Church and Co. George Spencer, Wagon Finance Corporation.

LANCHTIME MUSIC, London Band concert, Tower Place, noon to 2.00 pm.
Pop band Travelling Voice concert, St. Margaret-within-Ludgate, 12.15 pm.
First and last cello sonatas of Beethoven, John Franca (cello) and Eric Stevens (piano), St. Lawrence Jewry next Guildhall, 1.00 pm.

World trade in textiles

From the President, The Knitting Industries Federation
Sir,—I must protest against the views expressed in your leading article "World trade in textiles" (August 23). Perhaps it is time for free traders to take a long hard look at real protectionist countries. I refer to almost the whole of the southern hemisphere plus most emerging countries who operate either complete bans on textile imports or else prohibitive tariffs (Brazil 200 per cent) yet these very same people seem to think they have a God given right to ship any amount of their goods into the EEC.

When you quote German experience as an example of success it is important to remember that their industry has been decimated by cheap imports with widespread bankruptcies. They now have a labour force less than half of what it was in the very recent past. Some companies have survived not so much by trading up as by outward processing that is setting goods made up in cheap labour countries. They have in effect exported their employees jobs.

Our industry is constantly being told to trade up. As the top end of the market cannot be more than 10 per cent of the industry it is likely to die? Even then this is no answer, for many emerging countries are capable of producing goods for the top end of the market at considerably lower prices than our industry due to their labour costs.

There are two types of problem. The first is a company which uses gas as its only industrial fuel, and has a contract for an uninterrupted supply which has to be renegotiated each year with the relevant regional Gas Board. It is being reported that these companies are being told that in future, they will not be supplied with more gas than the maximum estimated usage shown in the existing contract although current contracts permit this. Assuming that the companies are using gas efficiently, this restriction on supply could inhibit the possibility of increased production since a marginal increase in production would not justify the expense of providing a second fuel supply even if the manufacturing process could accept it.

The second problem concerns those companies which have a contract for a gas supply which can be interrupted at the discretion of the Gas Board. The second fuel used when the gas supply is not available is often fuel oil. This type of gas contract is usually for a period of one year. It is being reported that when such contracts are renegotiated, the period of interruption of supply required by the Gas Board can now be as long as 90 days. To compound the problem, there is real doubt that firms will be able to arrange supplies of fuel oil to fill the gap. Although these problems have been described in an industrial context, commercial users of gas are faced with similar problems.

This Institute acknowledges the statutory requirement placed on British Gas Corporation to supply domestic consumers and appreciates the technical problems which would be created if demand from all quarters exceeded supply. Nevertheless, if British Gas Corporation cannot meet the demand from domestic, industrial and commercial consumers, the Government should take action to resolve the problem taking account of the potentially conflicting social and economic considerations.

Regional Office, Liverpool, 4th Floor, East and Albert Street, Liverpool, Merseyside, L3 5QF. Telephone: 051 430010. Telex: 2539.
General Office, 41 Abchurch Lane, London EC4N 3DF.

Third London airport

From the Chairman, The Defenders of Essex Association
Sir,—Unlike Mr. R. Vallance of the Langley/Nuthamstead Preservation Association, who seems anxious to get rid of his personal problem by suggesting that someone else should suffer, I do not wish to advocate that the third London airport should be sited at Langley. But I would like to challenge his letter of August 25.

When you quote German experience as an example of success it is important to remember that their industry has been decimated by cheap imports with widespread bankruptcies. They now have a labour force less than half of what it was in the very recent past. Some companies have survived not so much by trading up as by outward processing that is setting goods made up in cheap labour countries. They have in effect exported their employees jobs.

Our industry is constantly being told to trade up. As the top end of the market cannot be more than 10 per cent of the industry it is likely to die? Even then this is no answer, for many emerging countries are capable of producing goods for the top end of the market at considerably lower prices than our industry due to their labour costs.

This Institute acknowledges the statutory requirement placed on British Gas Corporation to supply domestic consumers and appreciates the technical problems which would be created if demand from all quarters exceeded supply. Nevertheless, if British Gas Corporation cannot meet the demand from domestic, industrial and commercial consumers, the Government should take action to resolve the problem taking account of the potentially conflicting social and economic considerations.

Regional Office, Liverpool, 4th Floor, East and Albert Street, Liverpool, Merseyside, L3 5QF. Telephone: 051 430010. Telex: 2539.
General Office, 41 Abchurch Lane, London EC4N 3DF.

Regional Office, Liverpool, 4th Floor, East and Albert Street, Liverpool, Merseyside, L3 5QF. Telephone: 051 430010. Telex: 2539.
General Office, 41 Abchurch Lane, London EC4N 3DF.

Regional Office, Liverpool, 4th Floor, East and Albert Street, Liverpool, Merseyside, L3 5QF. Telephone: 051 430010. Telex: 2539.
General Office, 41 Abchurch Lane, London EC4N 3DF.



With more than 1000 branches, offices and agencies in Canada and 45 other countries, Scotiabank is very much a world bank. And we're a large one at that: our assets exceed C\$29 billions. Since 1889, when our international banking began, we've grown into the modern global network we are today. In fact, we've opened in 17 countries in the past 5 years alone. Scotiabank's experience can be invaluable when you need advice on a set of complex tariff regulations. Our organization is essential when you require instant decisions in a rapidly-fluctuating currency market. And our size is imperative for large-scale financing in today's international trade. If you have a business that takes you abroad, find out the advantages of a truly world bank: Scotiabank. We'll make you feel right at home around the world.

Scotiabank
THE BANK OF NOVA SCOTIA

Regional Office, Liverpool, 4th Floor, East and Albert Street, Liverpool, Merseyside, L3 5QF. Telephone: 051 430010. Telex: 2539.
General Office, 41 Abchurch Lane, London EC4N 3DF.

UK COMPANY NEWS

هكزان الذهب

MINING NEWS

Stewart Wrightson hit midway by strong pound

SAI up £0.7m at six months

MIM base metal profits bounding ahead

BY JAMES FORTH IN SYDNEY

REFLECTING the more difficult environment for its insurance subsidiaries, the profit of Stewart Wrightson Holdings slipped from £4.77m to £4.31m in the first half of 1979.

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends.

Table with 2 columns: Company Name, Financial Data (Turnover, Profit, etc.)

TAXABLE profits of Scottish Agricultural Industries, a subsidiary of Imperial Chemical Industries, improved from £1.1m to £1.8m for the first half of 1979.

And the directors say despite the continuing pressure of inflation on costs, they believe second half results should be reasonably close to the £3m for 1978.

AUSTRALIA'S MIM Holdings, the Queensland copper-silver-lead-zinc group, turned in a bonanza for the year to June 30 with pre-tax earnings bounding to A\$102.4m (£51.1m) from A\$89.2m in 1977-78.

strong metals market to be maintained in the immediate future. But he discounted any suggestions that the result provided any justification for talk of an excess profits or resources tax, which was proposed this week by the federal opposition in its "alternate budget" proposals.

Sir James said that MIM was "looking closely at other amenable lead-zinc deposits" which indicates it could be thinking of some development at either the 37m tonne Hilton orebody or the smaller, high grade, Lady Loreita deposit.

£817,000 profit for Britannia

IN THE first six months of 1979, Britannia Arrow Holdings, the investment banking and unit trust management group formerly known as Slater Walker Securities, achieved a pre-tax profit of £817,000 compared with a £58,000 loss for the same period last year.

expand geographically by opening a branch in the Isle of Man and a representative office in the Bahamas.

There is little to become excited about in the uninspiring figures from Stewart Wrightson. Over capacity in world insurance markets has led to cut-throat competitive conditions, with premium rates slashed and brokerage growth pegged.

Stewart Nairn hopes for relisting in October

Stewart Nairn Group, the hosiery and knitwear concern, has asked the Stock Exchange for a re-listing.

Net current assets of £16.33, against £295,201. There is a secured bank loan of £100,000.

Australian Government moves on Jabiluka uranium

In London yesterday, Pancontinental shares rose 63p to 813p.

Earnings climb at NBH

tion group, has agreed to option its porphyry copper deposits at Sulawesi, Indonesia, to Utah Exploration of San Francisco.

The important points as far as the Jabiluka partners are concerned is that the project was not rejected outright on environmental grounds.

The final dividend is 8 cents (3.99p), bringing the total for the year to 12 cents against 8 cents in 1977-78.

Large tonnage potential has been indicated by drilling at "the significant lead-zinc-silver discovery" in British Columbia held by Cyprus Anvil Mining and Hudson's Bay Oil and Gas, according to Cyprus Anvil.

REFUGE ASSURANCE COMPANY LIMITED HALF-YEAR STATEMENT 1979. Table with columns: First 6 Months 1979, First 6 Months 1978, Year 1978. Rows: Ordinary Branch, Industrial Branch, General Branch.

House Property at £79,348

Pre-tax income of Eonsee Property Company of London expanded from £20,541 to £79,348 in the first half of 1979.

Erskine House increases dividend

In a period which was strongly influenced by a major disposal acquisition, Erskine House Investments has produced profits before tax of £135,796 for the year ended March 31, 1979.

Tax boost for holders at Construction Hldgs.

SHAREHOLDERS in Construction Holdings will obtain substantial tax advantages from the proposed change in the company's status to an investment trust.

venting us getting adequate price increases to recover our increasing costs. Moreover, the strong position of our margins," adds Mr. Redman.

Blue Circle Industries Limited Interim Results to 30 June 1979

Table with 4 columns: Item, Half Year to 30 June 1979 (£m), Half Year to 30 June 1978 (£m), Year to 31 December 1978 (£m). Rows: Turnover, Trading Profits, Share of Profits of Associates, Finance Charges, Profit before Taxation, etc.

Severe weather hit the construction industry this winter and the UK cement market suffered a 3 1/2% downturn. Despite this, Blue Circle maintained home trade deliveries at 4.3 million tonnes.

SYMONDS ENGINEERING CO. Sales reach new record

The thirty-second Annual General Meeting of Symonds Engineering Co. Limited was held on August 30 in London.

The results for 1978/79 show an increase in profit before taxation from £192,495 to £221,492. Sales increased from £1,820,761 to a record of £2,178,821.

Your Board is recommending a total ordinary dividend for the year of 31% (1978: 25.909%). The profit retained for the year amounted to £20,957 and the revenue reserves now stand at a total of £700,387.

Electrolux UK reaches £6.6m in first half

Electrolux Group in the UK produced record turnover of £78.4m (£51.1m) for the first half of 1979 with taxable profits at £6.6m (£6.2m).

CENTROVINCIAL

Centrovincial Estates intends to convert compulsorily the remaining capital shares into ordinary shares.

Blue Circle Industries Limited

Portland House, Stag Place, London SW1E 5BJ

PSIT Property Security Investment Trust Limited

Rental Income up Dividend Increase

Extracts from the statement by the Chairman, Mr. A. R. Perry.

- Gross rents up from £3.18 million to £3.74 million.
- Total dividends 30% greater than last year.
- Pre-tax surplus of £360,000 against deficit of £77,000 last year.
- Value of properties substantially in excess of previous estimates.
- New lettings at Newcastle, Goole and Kirkby.
- First phase in Holland fully let.
- Development in progress at Manchester, Aldershot, Uxbridge and Fleet.
- Further development planned at Tyne Tunnel and other sites.
- Preliminary to major companies of current developments.

Results for the year ended 31st March 1979

	£'000s	1979	1978	1977
Rents receivable	3,735	3,177	2,948	
Net property income	3,282	2,771	2,569	
Surplus before tax and extraordinary items	360	(77)	(594)	
Ordinary dividend per share	1.6p	*1.3933p	*1.2503p	
Share capital and reserves	34,972	16,267	13,815	

*Adjusted for 1978 issue

Copies of the complete Report and Accounts may be obtained from the Secretaries, W. H. Stentford & Co., 1 Love Lane, London EC2V 7JL.

London W.1. Luxury Furnished Apartments

Greengarden House, St. Christopher's Place in quiet, picturesque, pedestrianised area near Oxford Street. Fully-equipped apartments with maid service.

For details of availability and charge contact:

Greengarden Investments Limited

Greengarden House, St. Christopher's Place, London W.1 M 8HD
Tel: 01-486 3771

Mixconcrete falls to £0.24m but predicts better second-half

AS PREDICTED the taxable profits of Mixconcrete (Holdings) are lower at midway after the group was hit by the severe weather and the lorry drivers' strike. On turnover ahead from £13.6m to £15.3m the pre-tax surplus fell from £326,000 to £242,000 in the half-year to May 31, 1979.

But the company says that in the second half demand has been more buoyant and given reasonable weather during the final quarter the results for the year should compare favourably with those of 1978. In that year the taxable surplus jumped from £1.2m to a record £2.07m.

The interim dividend per 35p share is 1.55p net, against 1.428p. Last year's total payout was 3.867p.

Tax for the half-year takes £128,000, compared with £326,000.

Intl. Harvester GB forms finance unit

The International Harvester Company of Great Britain, a unit of the U.S. company, has set up a finance subsidiary—International Harvester Credit Corporation of Great Britain.

The new unit has an authorised capital of £10m. Initial paid-up capital is £5m and additional capital will be paid-up as required.

The company said the move was intended to improve its British market share of farm tractors and construction equipment by providing financing services.

Costs warning from Phillips Patents

Sales in Manchester had not increased as hoped but there had been a spectacular rise in costs, which would amount to £350,000 over the full year, says Mr. J. A. Rowland-Jones, chairman of Phillips Patents (Holdings).

New price lists had been sent out last month and these would help reduce losses. Although the non-payment of a dividend was regretted, the Board felt this should be paid out of profits and not from windfalls, such as property sales.

Resolutions cancelling the preference share capital in exchange for 75p in cash for each

preference share held were approved.

Optimism for C.H. Industrials

Optimism that the current year would produce a more acceptable level of profitability for C.H. Industrials was expressed by Mr. T. M. Hearley, the chairman, at the annual meeting.

The Board's current expectation was for first half profits to be in excess of the same period of the previous year.

As already reported, taxable profits dropped from £799,000 to £624,000 for the year ended March 31, 1979 (on turnover of £14.68m (£12.87m)).

Mr. Hearley added that to date, overall sales were about 15 per cent ahead of the corresponding period last year, and the improving trend in the level of profits mentioned in his statement with the 1978-79 accounts had continued.

The group manufactures automotive trim, building products, decorative trim and synthetic foam.

Reliance accepts restrictions

Reliance Group has accepted restrictions on its use of the shares in Rothschild Investment Trust which it will receive through its partial offer.

When the offer was announced earlier this month, Reliance said it had agreed not to increase its holding beyond 20.1 per cent. In addition, Reliance has also given the Hon. Jacob Rothschild a partial veto on how it may use its shares.

Reliance is to put its shares into a trust of which the Hon. Jacob Rothschild and Mr. Saul Steinberg, chairman of Reliance, will be trustees. The voting rights of the shares will generally require the unanimous agreement of the trustees and the trust will not be able to accept a take-over bid without unanimous approval.

Reliance has a separate agreement with Rothschild Investment Trust that if Reliance wants to sell its stake, RIT will have three months to find a buyer of its own choice. The arrangements are revealed in an appendix to the formal offer document sent to RIT shareholders yesterday.

JARDINE/HOGG ROBINSON DEAL

Jardine, Matheson and Co. has agreed in principle to buy Industrial Freight from the Hogg Robinson Group.

Industrial Freight is a medium size air and surface forwarding agent with offices in the UK. It is the intention to merge its activities with those of Matheson Freight Services.

MID-EAST CHANGE FOR STENHOUSE

A R. Stenhouse Reed Shaw and Partners has taken a 45 per cent interest in a new company set up in Lebanon called Reed Stenhouse Middle East. The other shareholders are Mr. Nohad Chemali and Mr. Nazem el Khoury, who has also been appointed its general manager.

The new concern will have operational responsibility for Stenhouse's Middle East business and will bring together the interests of Arab insurance management services, insurance broking services and Stenhouse Reed Shaw (Middle East).

interests of Arab insurance management services, insurance broking services and Stenhouse Reed Shaw (Middle East).

TESCO/CARTIERS GOES UNCONDITIONAL

Tesco's offer for Cartiers has been declared unconditional in all respects, and has been extended until further notice. This follows clearance from the Monopolies and Mergers Commission.

HANSON HAS 24.1% OF LINDUSTRIES

Hanson Trust has acquired a further 461,430 ordinary shares in Lindustries at 135p, bringing its holding to 24.1 per cent. Purchases include 405,000 bought yesterday following the Board's advice not to accept the offer.

MERCK/ALGINATE UNCONDITIONAL

The offers made on behalf of Merck for the whole of the new ordinary, deferred and preference share capitals of Alginate have been declared unconditional.

Acceptances have been received for 5,095,437 new ordinary and deferred shares of 25p each of Alginate representing 93.38 per cent.

Acceptances of the preference offer have been received for 387,389 7½ per cent cumulative preference shares of 1s each (effectively reduced to 5½ per cent by the Finance Act 1972), representing 60.74 per cent.

The offers remain open until September 12, 1979.

NO PROBE

The proposed acquisition by Coats Patons of Guterman and Co. KG is not to be referred to the Monopolies Commission.

SHARE STAKES

Millford Decks Company: Scania has acquired 10,500 shares making holding 66,500 shares (9.52 per cent).

London Scottish Finance Corporation: Gorseford Financial Management acquired 10,000 shares on August 21 and 10,000 on August 23 making holding 1,935,530 shares (24.35 per cent).

W. E. Norton aiming for sharp growth

With its order book currently at a record level W. E. Norton (Holdings) is aiming for a considerable increase in business in the current year, says Mr. W. E. Norton, the chairman.

The recent strength of sterling has given the group greater purchasing power to import machine tools, which represent over 65 per cent of its total sales of machine tools.

"Equally the export of machine tools is unhindered as such sales are mostly made because of prompt delivery and suitability for specific workloads and the parity of sterling has little effect on such transactions," the chairman explains.

Acquisitions by Norton in recent years have been carefully planned to give the company a better market share and its most recent purchases of Sidney H. Jackson and Smith (Tools) and Sidney H. Jackson (1960), will further strengthen the geographical coverage, he says.

For the year to March 31, 1979, the group lifted taxable profit to a record £749,000 (£647,000) on sales of £3.5m up to £15.5m. As reported with results on August 3, the net dividend is effectively raised to 0.8154p (0.2901p).

The company has decided to repay its £0.6m three-year medium term loan at an accelerated rate. The amount outstanding has now been reduced to £0.1m with final payment in February, 1980—18 months early. Barclays Bank no longer holds a debenture as security for the company's banking facilities.

At year-end, bank overdrafts totalled £1.01m (£0.91m) and net assets were up from £1.77m to £2.97m. Authorised capital spending amounted to £30,000 (£14,000) of which £25,000 (£105,000) had not been contracted.

It also opened seven new showrooms and offices including one in Houston, Texas, and formed a leasing company, called Norton Leasing, in partnership with Mercantile Credit Co.

Meeting, Royal Automobile Club, SW, on September 20 at noon.

Extracts from the Governor's Statement

The following are extracts from the Statement delivered by the Governor to the Annual General Court of Proprietors on Wednesday, 29th August, 1979.

Results

The profit attributable to the Capital Stockholders of the Bank, after allowing for taxation and minority interests, amounted to IR£29,038,000, an increase of 13.8% over the 1978 performance. The growth in profits has enabled your Directors to recommend that IR£21,498,000 be retained by the Bank out of profits and added to Reserves to support the continuing growth of the business and also to pay a Second Interim Dividend of 11p per IR£1 of Capital Stock. This, with the Interim Dividend already paid, makes a total of 17.5p for the year to 31st March, 1979, compared with 15p in respect of the previous year.

A professional valuation of the Group's properties at 1st January, 1979 showed an increase of IR£10.3 million over book value at that date and this valuation has been embodied in the accounts. When allowance is made for this, there was an improvement of IR£3.9 million in the value of Stockholders' interest after taking account of the decline in the value of money during the year. The total assets of the Group reached IR£2,753,587,000 on 31st March, 1979, as compared with IR£2,117,861,000 in the previous year while advances to customers were IR£1,630,999,000 compared with IR£1,101,911,000.

The Bank and Subsidiaries

During the year, the Bank restructured its organisation in the largest of its operating divisions, Area East, with Dublin City becoming a separate Area under its own General Manager. I am glad to say that the new structure is settling down satisfactorily and our experience so far confirms that it was well-founded.

A noteworthy addition to our Branch network during the year has been our branch at Head Office, Lower Baggot Street, Dublin. In Northern Ireland, the Bank has acquired premises for a new branch at Glengormley. Rationalisation of branches was effected at Newbridge, New Ross, Thurles and Fairview, Dublin. Our City Office in London and our branch network in the United Kingdom also enjoyed a very successful year and now form a well-established and successful part of the Group. Our new branch in New York is trading ahead of expectations at the end of its first full year. The response of the Irish community in New York to the presence of Bank of Ireland there is most encouraging. The Investment Bank of Ireland Limited faced a number of trading difficulties in the early part of the year, and made an exceptional payment of which Stockholders are already aware. However,

in the second half of the year, corporate finance activity increased and I.B.I. was able to expand its business substantially. The net result was a slight reduction in earnings as compared with the previous year. Bank of Ireland Finance Limited enjoyed a particularly buoyant year both in terms of lending volumes and of profits. Earnings for the year increased substantially over the previous year, both in Ireland and in its wholly-owned subsidiaries, Bank of Ireland Finance (N.I.) Limited and Bank of Ireland Finance (U.K.) Limited. In May, 1978 Bank of Ireland acquired the entire issued ordinary share capital of British Credit Trust Limited from Northern Foods Limited of Hull, England. The acquisition has given us a strong base in the consumer finance market in the U.K., and a national network of branch offices through which financial services to commerce and industry can be marketed. Chase and Bank of Ireland (International) Limited also made considerable progress, in particular in the second half of the year.

The Bank's Activities

During the year, advances to agriculture reached a record level. The Bank maintained its schemes to assist farmers in developing their farms, to encourage younger persons to take up agriculture as a career and to promote the expansion of agribusiness. Special schemes were introduced to promote greater efficiency in beef production and to encourage drainage in association with co-operative business. The Bank's professional advisory staff has been increased substantially to support these initiatives.

The Bank's corporate lending department has been very active in meeting the financial requirements, not only of many Irish firms but also of the majority of the foreign firms which have been set up in Ireland. Our overseas offices have been engaged in encouraging foreign industrial investments in Ireland, both North and

South. The Bank is placing progressively greater emphasis on joint ventures between Irish private or public enterprises and foreign investors. While a major contribution towards industrial expansion must continue to come from foreign investment, a growing contribution from indigenous enterprise is essential. During the year, the Bank devised a scheme to provide entrepreneurs with financial services on favourable terms and with management expertise, in ways that would not stifle the spirit of individual initiative. The response to this new scheme has been most heartening. The recently published IDA Industrial Plan 1978-82 provides not only a measure of the task ahead but a valuable framework within which the Bank can organise and expand its efforts to promote the growth of industrial employment.

Staff

The substantial progress achieved during the year would not have been possible without the skills and commitment of the staff of the Group. The good relations established with many new customers, the development of services to meet the needs of particular sectors and activities, and the handling of the problems of customers arising from the new conditions created by EMS entry, all reflected credit on staff at every level.

The Economic Environment

The major financial event of the year was the establishment of the European Monetary System on 13th March, 1979. This regime is radically different from the previous arrangement by which the external value of the Irish pound moved in line with that of sterling. Irish exchange controls were introduced in December, 1978 as a necessary part of the adjustment towards the new exchange-rate regime. Following the decision of the U.K. Government not to enter EMS, there was

the possibility of a break in the historic parity of the Irish pound with sterling, and thus the emergence of an exchange risk for transactions between the Republic of Ireland and the U.K. The break occurred at the end of March, 1979. The developments resulted in substantial flows of funds, as customers switched their deposits and their borrowing both as between the U.K. and Ireland, and as between the Associated and the non-Associated Banks. The net effect of these flows through the banking system was significantly adverse to the market for Irish gilt-edged securities, and in the Dublin Inter-Bank Market the supply of money became inadequate to satisfy the additional demand created. Domestic interest rates were forced up as a new demand for credit in Irish pounds came from those customers who sought to protect themselves against the exchange risk of sterling borrowing. This burden fell mainly on the Associated Banks and was one of the principal causes of the significant increase in lending. These changes have created difficulties not only for the public but also for the Banks. In addition, entry into EMS has created the need to establish an effective Foreign Exchange Market to service customers, help to promote trade and facilitate the Central Bank in its management of the currency.

Current Year

As 1979 advanced, there was a general improvement in the economic outlook. As a result of the rise in oil prices, and of the domestic effects of industrial disputes and pay increases not adequately matched by productivity, the earlier forecasts of growth in national output and employment have regrettably to be discarded. I doubt that there is yet any clear general understanding that by joining the EMS we have chosen to assume, day by day, full responsibility for our own financial and economic well being. It is a responsibility

which properly understood should be a matter of community concern and which, effectively discharged, would be a source of national pride. The responsibility faces us now. The country's problems are serious and complex. Within EMS, they must be tackled directly and any failure to do so will inflict serious damage on Irish society and the prospects for expanding output and employment. The maintenance of the central parities of the Irish pound with other EMS currencies must be given precedence in the mix of economic policies. The benefits of a stable exchange rate, and the constraints which its maintenance imposes on the actions of Government, employers and workers, are well understood by those responsible for managing individual businesses and the economy as a whole. They must face the realities every day in the course of their work, as they meet and trade with their opposite numbers in other countries. It is important that these same realities should be fully understood and accepted at all levels and in all sectors. The disadvantage imposed on us by the rise in oil prices can be offset only by the export of more Irish goods to pay for the imports we need. To achieve this in a weak market, our goods must be competitive in price and quality, as they must be also for success on the home market. Ireland's responsibility for maintaining the competitiveness of its products has been increased rather than diminished by the problems originating in higher oil prices and in the slowing down in the growth of world trade. The task is not made easier for any of those involved by the fact that the pay increases set out in the revised National Understanding are relatively high in comparison with those occurring in other EMS countries. In this combination of circumstances, the maintenance of parity within EMS makes firm control over the growth of domestic credit and money supply unavoidable. The Central Bank's ceilings on bank lending are therefore necessary and understandable. These ceilings, together with the moderation of pay expectations and strict

control of the size of the overall budget deficit, constitute the "matching disciplines" which, last December, the Taoiseach emphasized was required to attain the very real benefits of EMS membership. Since the beginning of the year, the Bank has responded to the emerging financial situation by moderating the availability of credit and has done so as gradually as possible so that activities of value to the economy would not be unduly inhibited. The Bank's aim is to provide its customers with the services they need in adapting to the new environment created by EMS membership. This Bank will do its best to meet their needs for credit for necessary productive purposes. This will be difficult in the period ahead and will necessitate the subordination of lending which facilitates changes in the ownership of existing assets and consumer spending to the provision of credit which results in the creation of new jobs and of new output that can be sold competitively. Whatever may be the difficulties of the present year, entry into EMS strengthens the opportunity provided for Ireland by EEC membership of creating the wealth necessary to support balanced economic and social progress. Such wealth can be created only by attracting high investment, domestic and foreign, in wealth-creating activities in the market sector of the economy. Such investment can be attracted only by lower rates of inflation, competitive cost structures, sensible industrial relations and a stable currency. As you will know from what my predecessors and I have said in the past, these matters have long been the concern of the Bank. I believe that the opportunity to be of service in respect of them is now greater than ever.

William Finlay, Governor.

Consolidated Profit and Loss Account for the year ended 31st March, 1979

	IRE000	1978 IRE000
Operating Profit		
The Bank	37,167	35,754
Subsidiaries	9,743	7,098
Profit before Taxation	46,910	42,852
Taxation	17,478	17,026
Profit after Taxation	29,432	25,826
Minority Interests in Subsidiaries	394	306
Profit attributable to Capital Stockholders of the Bank	29,038	25,520
Dividends	7,540	5,366
Retained Profit transferred to Revenue Reserves	21,498	20,154
Earnings per (IRE)1 of Capital Stock		
Basic	69.9p	74.2p
Fully Diluted	69.1p	67.8p

Consolidated Balance Sheet at 31st March, 1979

	IRE000	1978 IRE000		IRE000	1978 IRE000
Capital and Reserves			Current Assets		
Capital Stock	43,087	36,335	Liquid Assets	530,442	543,198
Capital Reserves	25,696	7,013	Investments	404,859	397,053
Revenue Reserves	114,245	94,357			
	184,028	137,705	Advances to Customers, other accounts and balances outstanding under hire purchase and other instalment agreements, less provisions	1,630,999	1,101,911
Loan Stocks	9,525	16,533		2,626,300	2,042,162
Minority Interests in Subsidiaries	3,661	2,892	Equipment in hands of Lessees	70,665	35,469
Deferred Taxation	34,587	16,896	Investments in Associated Companies	4,706	2,832
			Bank Premises, other Properties and Equipment	51,916	38,338
Current Liabilities	7,240	6,993			
Notes in Circulation	2,901,949	1,912,897			
Deposit, Current and Other Accounts	7,958	20,516			
Current Taxation	4,739	3,633			
Proposed Final Dividend payable 6th July, 1979					
	2,921,786	1,943,833			
	2,763,587	2,117,861			

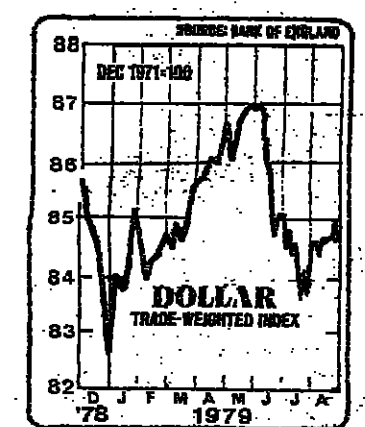
مكتبة من الأصول

CURRENCIES, MONEY and GOLD

Dollar and pound weak

The dollar lost ground in fairly active trading in the foreign exchange market yesterday. Turnover was good, without any heavy pressure developing against the U.S. currency.

The dollar continued to close at SwFr 1.6550, compared with SwFr 1.6525 on Wednesday. The dollar also declined against the week Japanese yen, falling to Y219.80 from Y221.85.



FRANKFURT—The Bundesbank did not intervene when the dollar was fixed at DM 1.8233 against the D-mark, compared with DM 1.8316 previously. The sharp fall of the U.S. unit around DM 1.82 during early trading was attributed to rumours that the D-mark will be revalued in the near future.

fall of 15 points on the day. Sterling's trade-weighted index, as calculated by the Bank of England, fell to 71.5 from 72.1, after standing at 71.7 at noon, and 72.0 in early trading.

FRANKFURT—The dollar continued to rise, finishing at Y221.07 against the yen, compared with Y221.421 previously. Trading was nervous and very hectic, with the Bank of Japan selling over \$250m to support the Japanese currency.

EMS EUROPEAN CURRENCY UNIT RATES

Table showing EMS European Currency Unit Rates with columns for ECU central rates, Currency amount, % change, and Divergence limit %.

Changes are for ECU, therefore positive change denotes a weak currency. Adjustment calculated by Financial Times

EXCHANGE CROSS RATES

Table showing Exchange Cross Rates for August 30, listing currencies like Pound Sterling, U.S. Dollar, Deutschmark, etc.

EURO-CURRENCY INTEREST RATES

The following nominal rates were quoted for London dollar certificates of deposit: one month 11.75-11.85 per cent; three months 11.95-12.05 per cent; six months 12.25-12.35 per cent; one year 12.70-12.80 per cent.

Table showing Euro-Currency Interest Rates for various terms and currencies including Sterling, U.S. Dollar, Canadian Dollar, etc.

Long-term Eurodollar: two years 11 1/4-11 1/2 per cent; three years 10 3/4-11 1/4 per cent; four years 10 1/2-10 3/4 per cent; five years 10 1/4-10 3/4 per cent; nominal closing rates. Short-term rates are call for sterling, U.S. dollars and Canadian dollars; two day call for guilders and Swiss francs. Asian rates are closing rates in Singapore.

INTERNATIONAL MONEY MARKET

German call money falls

Increased liquidity and technical factors pushed down call money rates sharply in Frankfurt yesterday. Day-to-day funds fell to 3.50-4.00 per cent from 5.90-6.00 per cent as the Bundesbank paid out an estimated DM 11m to credit institutions due to its pensioning facility.

PARIS—Day-to-day money was unchanged at 10 1/2 per cent. One-month was unchanged at 10 1/2 per cent, while three-month was 11 1/2-11 3/4 per cent. Six-month funds were unchanged at 11 1/2-11 3/4 per cent, and 12-month eased to 11 1/2-11 3/4 per cent from 11 3/4-11 1/2 per cent.

UK MONEY MARKET

Small assistance

Bank of England Minimum Lending Rate 14 per cent (since June 12, 1979). Day-to-day credit was in slightly better supply in the London money market yesterday, and the authorities gave only a small amount of assistance by buying a small number of Treasury bills from the discount houses, and

by lending a small amount to three or four houses, overnight at Bank of England Minimum Lending Rate of 14 per cent. Repayment was made of the large amount lent to the houses on Wednesday. On the other hand banks brought forward small surplus balances, there was a small net surplus of Govern-

LONDON MONEY RATES

Table showing London Money Rates for various terms and currencies including Sterling, Local Authority deposits, Finance House Deposits, etc.

Local authority and finance houses seven days' notice, others seven days fixed. Long-term local authority mortgage rates normally six years 12 1/2-12 3/4 per cent; four years 12 1/4-12 1/2 per cent; five years 12 1/4-12 1/2 per cent; one-month 15 per cent; two-month 16 per cent; three-month 16 per cent. Approximate selling rates for one-month Treasury bills 13 1/2 per cent; one-month bank bills 14 1/2 per cent; two-month 13 1/2 per cent; three-month 13 1/2 per cent; four-month 14 1/2 per cent; six-month 14 1/2 per cent; one year 15 1/2 per cent. Clearing Bank Deposit Rates for small sums at seven days' notice 11 1/2-12 per cent. Clearing Bank Rates for lending 14 per cent. Treasury Bills: Average tender rates of discount 13.875 per cent.

THE POUND SPOT AND FORWARD

Table showing The Pound Spot and Forward rates for various currencies and terms.

THE DOLLAR SPOT AND FORWARD

Table showing The Dollar Spot and Forward rates for various currencies and terms.

CURRENCY RATES

Table showing Currency Rates for various currencies like Sterling, U.S. Dollar, Canadian Dollar, etc.

CURRENCY MOVEMENTS

Table showing Currency Movements with columns for Bank of England, Morgan Guaranty, and Index changes %.

OTHER MARKETS

Table showing Other Markets rates for various currencies like Argentina, Australia, Brazil, etc.

Rate given for Argentina is free rate.

حکامان الاحول

Profits and earnings growth

1979-80 FIRST QUARTER RESULTS

- Operating profits up 20.5%
Worldwide sales up 11.9%
Earnings per share up 4.5%
Record £826 million orders

An extract from The Plessey Company's unaudited results for the first quarter

Table showing Plessey Group financial results for 1979 and 3 months to June 30, 1978.



When doing business in Saudi Arabia, the first thing you need is a second bank

The Saudi market is no more difficult than any other. But it is different. Which is why the first thing you will need is a second bank, which is international and has special expertise in Saudi Arabia. Saudi International Bank is a wholesale bank located in London. It is an ideal complement to your existing banks. For example, Saudi International Bank is the major London marketmaker in Riyals. Many international companies use and value this service since most contracts with the Saudi Arabian Government are denominated in that currency. So when you are doing business in Saudi Arabia get in touch with Saudi International Bank. Either write or telephone to Matthew Carrington at 99 Bishopsgate, London EC2M 3TB. Telephone (01) 638 2323.

Table showing Money Rates for New York, Germany, Japan, and France, including Prime Rate, Treasury Bills, and Discount Rate.

البنك السعودي العالمي المحدود
Saudi International Bank
AL-BANK AL-SAUDI AL-ALAMI LIMITED

BANK REPORT ON GABON FINANCES

Outlook good as imports fall

BY FRANCIS GHILÉS

A REPORT recently completed on Gabon suggests that the stabilisation programme put into effect last year has helped to put the country's finances on a sounder footing. At the end of 1978, the total domestic and foreign debt of the Republic had declined by 15.5 per cent to \$2.2bn compared with the figure at the end of 1977, although the foreign debt has increased over the same period from \$1.36bn to \$1.46bn.

\$170m were made last year. Foreign bank debt amounted to 48.4 per cent of the total debt of Gabon at the end of last year. Meanwhile, the service of all foreign debt absorbed 31 per cent of export receipts in 1978. Gabon raised a \$100m medium-term credit through Citicorp earlier this year. Budget requirements for 1979 suggest that Gabon may raise a further, but much smaller loan, later this year.

This report is the second on Gabon to be completed by a group of three banks, Kuhn, Loeb Lehman Brothers, Maison Lazard and S. G. Warburg, who are known among other banks as the "triumvirate", and who were appointed late in 1977 to advise Gabon on its financial affairs. The report suggests that the outlook for Gabon is quite good. Imports fell sharply last year, not least because of a sharp cut-

back in state spending. The cutback in imports was made easier by the fact that imports with less elastic demand, such as food and consumer goods, only constitute a small proportion of the total and were thus not affected. Exports, meanwhile, remained at a high level despite a slight decrease in the value of crude oil exports. The trade surplus thus increased by 27 per cent in 1978 to reach a figure of \$809m. In 1979, the structure of the balance of payments should closely resemble that of 1978, with a large current account surplus and a continued net capital outflow in the public sector. However, the private sector capital account in 1979 is expected to show a large deficit due to an outflow of funds following the cash settlement of commercial arrears; this item should nevertheless be offset by a growth in exports following recent increases in the price of oil.

Bluebird in suit over share purchases

By David Lancelotti in New York

THE TAKEOVER bid by Northern Foods of the UK for Bluebird, the Philadelphia food concern, has prompted a court action against Bluebird by one of its shareholders. Mr. Myron Harris, owner of 8,000 shares, alleges that Bluebird shareholders were induced to sell shares to the company in July at \$10 each at a time when the company was negotiating to sell its shares for a much higher figure. In early August, Bluebird revealed it was talking to an unnamed suitor with a view to selling at about \$15 a share. The Northern Foods bid was finally announced on August 24 at \$14.875 a share. Mr. Harris' suit charges that the company had decided to sell or merge Bluebird before the buy-back tender offer was completed. Mr. Harris' suit also names Mr. Joel E. Greenberg, Bluebird's largest shareholder. The suit says Bluebird made the \$10 a share tender offer while under Mr. Greenberg's control, adding that "as a result of the tender offer, by July 6, when the offer expired, defendant Greenberg had increased his ownership of the outstanding Bluebird shares from about 49 per cent to in excess of 57 per cent of the then outstanding shares."

Slow expansion in sales for major U.S. retailers

BY JOHN WYLES IN NEW YORK

SALES GAINS by major U.S. retailers have again been erratic during much of August, reflecting the general softening in consumer spending. After allowing for inflation, few retailers recorded real sales gains compared with the same period last year. Among the better performers, however, were K mart, with a 1.4 per cent sales increase in the four weeks ending August 22, and F. W. Woolworth. Woolworth said that it had experienced strong "back to school" business, stimulating demand for Kingsey shoes and other related products. Elsewhere, the sales picture was flatter, with the industry's number one, Sears Roebuck, reporting a 0.5 per cent decline for the four weeks ending August 25. The company said that its sales had strengthened over the last eight weeks, and this trend was expected to continue during the balance of the year. Montgomery Ward, the

Mobil Oil subsidiary, reported a 4.4 per cent increase for the four weeks ending August 25, saying that sales were now everywhere except in Florida. But catalogue merchandising sales were significantly better. J. C. Penney, meanwhile, said that its 3.1 per cent sales increase reflected "continuing consumer caution, although the back to school business did improve momentum in the latter part of the period."

EUROBONDS Dollar sector remains weak

By Our Euromarkets Staff

A TECHNICAL rally in the straight dollar bond market nudged prices up by as much as half a point yesterday morning, but a renewed bout of weakness hit the market later in the day as the New York bond market cooled, particularly at the longer end. Activity remained strictly professional in the dollar straight sector, with investors nowhere to be found. The initial reaction to the \$200 convertible for Asahi Central appeared to be lukewarm, with Doss and Partners (Singapore) suggesting a pre-market discount from the issue price of 152 points. Good turnover was reported in the Deutsche-Mark foreign bond sector, with prices very firm. The next public issue is the DM 200m for New Zealand through Commerzbank, which is expected to be announced this weekend. In the Swiss franc sector, Nordbank-Bank is arranging a SwFr 45m public issue for Norges Hypothekforening; this 12-year bond carries a coupon of 4 per cent and the final price is expected to be fixed on September 4.

Nucor sees 24% profit increase

BY OUR FINANCIAL STAFF

THE North Carolina-based Nucor Corporation expects 1979 profit to rise by nearly 24 per cent to some \$32m or \$4.82 a share, according to Mr. Kenneth Iverson, president and chief executive. Nucor is the largest U.S. producer of open-web steel joists used in non-residential construction, and is currently ex-

periencing a boom in its steel business. The company also plans to spend some \$20m for what it calls a significant expansion in its production of metal products. This is in addition to the already announced \$102m programme to more than double its capacity. The new programme will add three mills and raise capacity to

about 1.8m tons by 1982 from last year's level of 739,000 tons. Last year Nucor had recorded net income of \$25.8m or \$3.91 a share after adjusting for the three-for-two stock split in May. Mr. Iverson said that he expects 1979 sales to rise by more than 30 per cent to about \$400m from last year's \$306.9m.

Westvaco lifts quarterly dividend

By Our Financial Staff

THE QUARTERLY dividend from Westvaco, the printing and paper group, has been raised from 33 cents to 37 cents a share in the wake of a further rise in earnings in the third quarter. At the nine-month stage, earnings are now 20 per cent ahead at \$49m, with per share earnings at \$2.42 against \$2.90 last time. Sales have gained 6.4 per cent to \$886.7m. The major boost to earnings has come in the third quarter, for which earnings at \$25m show a jump of 23.6 per cent. Per share earnings have risen from \$1.10 to \$1.36. At \$326.7m, sales have put on 10.3 per cent. Sales easily surpassed last year's \$1.14bn have been predicted for the year-end, with per share earnings rising from \$3.90 to \$4.45. Healthy demand for printing papers and bleached board have been reported and a more favourable pricing environment should help pulp and linerboard activities. But the first half of the year was hit by strike-related costs, and the gain in net income was held to 16 per cent. Westvaco, a major producer of printing and converting paper, is also a significant producer of corrugated and linerboard. Pulp and other products figure in the bulk of earnings (91 per cent), but the group is moving into the chemicals industry. It has operations in Brazil and has a capital spending programme of \$50m in hand for the period 1978-80. Other overseas operations are based in Belgium and in Australia. Foreign operations produced an \$12.8m of total net income of \$66m in 1978.

Order level pleases machine tool group

CHICAGO — Giddings and Lewis, the machine tools group, sees no signs of the slowdown in incoming orders

August have exceeded the company's estimates, boosting its current backlog above the \$174m level on June 30. That total was 44 per cent above a year earlier and up 15 per cent from the March 31 level. George J. Becker, president of the company, said, "New orders in July and 1979 shipments would reach \$245m and did not take exception to analysts' earnings estimates of \$4.60 to \$5 a share. Last year Giddings and Lewis earned \$3.74 a share on shipments of \$198.7m. Its first half net rose 50 per cent."

Indiana Standard lifts capital spending

BY OUR FINANCIAL STAFF

THE CAPITAL and exploration budget for 1979 of Standard Oil of Indiana has been raised to \$80m with the directors authorising an additional \$116.5m for domestic exploration and production by the subsidiary, Amoco Production Company. The increase includes \$68.5m for leases on four offshore tracts in the Gulf of Mexico. The additional \$68m will be spent for the further development of the company's domestic production of crude oil and natural gas. An additional 107 net wells will be drilled, primarily in the areas of western Texas/New Mexico, Colorado and Wyoming/Utah. Mr. John E. Swearingin, chair-

man of Indiana Standard, said that this is the third increase in the budget this year. It brings the total of expenditures budgeted for the U.S. to \$1.4bn, a 43 per cent increase over last year's levels. Total capital and exploration spending in 1978 was \$2.24bn.

RESULTS IN BRIEF Sharp third quarter rise at J. P. Stevens

NEW YORK—Net income of the textiles concern J. P. Stevens for the third quarter rose by 36.7 per cent to \$12.3m, or 95 cents a share, on the back of a sales rise of 9.9 per cent to \$448.21m. This performance lifted net income for the first nine months by 28.7 per cent to \$32.1m. Earnings per share for the nine months increased from \$1.94 to \$2.49, with sales 14.5 per cent ahead at \$1.34bn. The leading department stores company Marshall Field, based in Chicago, has turned in lower net income for the second quarter of \$1.49m, or 15 cents a share, down from \$1.65m, or 18 cents. Sales for the quarter rose from \$162.4m to \$199.6m. For the first half, Marshall

Field's net income improved to \$1.71m, or 19 cents a share, to \$1.86m, or 18 cents a share. The per-share comparison is distorted by an increase in the average number of shares outstanding. Sales for the nine months advanced from \$304.3m to \$390.6m. Levitz Furniture Corporation pushed net income for the second quarter ahead from \$3.21m or 76 cents a share to \$4.71 or \$1.11, on sales up from \$118.3m to \$131.6m. For the first half, net income was \$8.71m against \$6.06m. Per share earnings rose from \$1.43 to \$2.05, with sales ahead at \$254.3m compared with \$234.7m. Hardee's Food Systems has

recorded a 29.5 per cent increase in net income for the third quarter to \$3.91m, with sales rising 33.7 per cent to \$93.2m. Earnings per share were 90 cents against 82 cents; fully diluted. Net income for the nine months was 42 per cent higher at \$7.36m, with earnings of \$1.40 fully diluted compared with \$1.10. Sales for the period advanced by 41.8 per cent to \$255.7m. The Maryland-based Baltimore Gas and Electric turned in a 7 per cent rise in full-year net income to \$126.5m, with per share earnings higher at \$3.48 against \$3.25. Sales revenues improved from \$895.2m to \$1.01bn. Agencies

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices published on the second Monday of each month. Closing prices on August 30

Table with columns: U.S. DOLLAR STRAIGHTS, OTHER STRAIGHTS, DEUTSCHE MARK STRAIGHTS, SWISS FRANC STRAIGHTS, YEN STRAIGHTS. Includes columns for Issued, Bid, Offer, Change on day, week, yield.

SKF Interim statement

SKF Group sales for the first six months of 1979 rose to 5,496 million Swedish kronor (Skr), an increase of 16% over the corresponding 1978 figure. Volume sales were up for all product sectors. Operating income after scheduled depreciation of Skr 257 million (226) amounted to Skr 431 million (244). Profit before exchange differences, extraordinary items, provisions and taxes was Skr 257 million (83). Profit improvements in each of the main product fields contributed to Group income, with rolling bearings showing a 3.8% profit on turnover (2.9% in the same 1978 period), steel 2.7% (from a 2.6% loss), cutting tools 11.2% (6.0%), and other products 4.5% (from a 4.3% loss).

A marked profit improvement on the relative 1978 period is also expected for the six months ending 31 December, 1979, despite the effect of energy cost increases on production costs. Comparison tables including the financial year 1978:

Table with columns: Mkr=million Skr, Jan 1st to June 30th 1979, Jan 1st to Dec 31st 1978. Rows include Net sales, Operating revenue, Cost of goods sold, Selling, administrative and technical development expenses, etc.

*Sales figures include internal deliveries between the product fields.

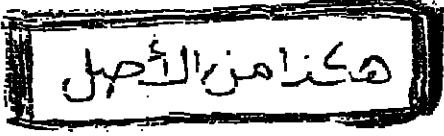
Shortages hit NCR revenue

DAYTON — NCR Corporation is short of semi-conductor chips and this will reduce revenue in the second half of this year from previously anticipated levels, reports the company. The shortage was due to lower than anticipated internal yields, and inability to get all the components required from external sources, and has affected selected terminal products. Internal chip yields are increasing steadily and recovery is anticipated by early 1980. Incoming business remains very good, so the company expects record revenues and earnings this year and continued progress in 1980. In 1978, NCR operating income was \$193.73m on revenue of \$2.61bn. Reuter

China Airlines to raise \$128m

By Our Euromarkets Staff

CHASE MANHATTAN (Asia) has won the mandate for a \$128m medium-term loan for China Airlines of Taiwan. The borrower is paying a split spread of 1/2 per cent for the first six years rising to 3/2 per cent for the remaining six. These terms are believed to be the softest so far for a Taiwanese borrower. The proceeds are earmarked to finance the purchase of two Boeing 747s. A second loan amounting to \$200m is understood to be under negotiations for Taiwan Power Company, carrying identical terms.



Vertical advertisements on the right edge of the page, including 'Manufas Overseas' and 'Credit S'.

Tin and hotels boost Pernas results

PERBADANAN Nasional Bhd (Pernas), the holding company of Bumiputra (Malay) interests in Malaysian companies, made an attributable profit of 18.04m ringgit (U.S.\$17.6m) for the year ending January 31, 1979.

Pernas' principal assets are 71 per cent stake in Malaysian Mining Corporation, which has shareholdings in and management control of quoted tin companies accounting for about 25 per cent of Malaysian and 10 per cent of world tin output, and an interest, believed to be about 20 per cent, in Sime Darby.

figure up to 33.4m ringgit, while the share of associated company profits accounts for a huge 84.8m ringgit out of total pre-tax profits of 98.27m ringgit. Tax took 50.6m ringgit, and minorities 5.1m ringgit.

Lufthansa forecasts satisfactory result after good first half

BY JONATHAN CARR IN BONN

PROFITS OF Lufthansa, the West German airline, were higher than expected in the first half, despite increased fuel costs and the temporary grounding worldwide of the DC-10 long-range airliners.

AB ELECTROLUX

The Managing Director's half-yearly report for 1979

THE GROUP

A summary of the Electrolux Group's trading result for the first half of 1979 is as follows (MKR):

Table with 2 columns: 1979 and *1978. Rows include Turnover, Operating Result Before Depreciation, Depreciation, Operating Result After Depreciation, Net Financial Income and Expenses, Result of Current Operations Before Taxes, Extraordinary Income and Expenses, Result Before Appropriations and Taxes.

Group sales have increased by 19.0 per cent compared with the corresponding period of 1978. Of this increase 5.1 per cent relates to newly acquired activities, including Jonsbergs and Partner in Sweden, Lincoln in France, and Jobu in Norway.

The operating result has improved for all the main products of the Group with the exception of caravan refrigerators which have been affected by the energy situation in the U.S.A.

The result of current operations before taxes for the first half of 1979 was better than forecast and is expected to increase by 20 per cent for the whole of 1979.

The volume of sales to customers outside Sweden amounted to 75.3 per cent of the total turnover (75.7 per cent).

Exports by all the Group's Swedish companies amounted to 1.426 MKR (1,096 MKR). Fixed capital expenditure during the first half of 1979 amounted to 305 MKR (216 MKR).

The Group's liquid assets were almost at the same level as at December 31, 1978.

The Parent Company

A summary of AB Electrolux's trading result for the first six months of 1979 is as follows (MKR):

Table with 2 columns: 1979 and *1978. Rows include Turnover, Result of Current Operations Before Taxes, Result Before Appropriations and Taxes.

The increase in sales by AB Electrolux is partly due to the inclusion of the domestic appliances made at Husvagnarna's Torvik factory which is now incorporated with the Motila factory in Sweden.

Fixed capital expenditure amounted to 23 MKR (20 MKR). The parent company's liquid assets were unchanged as compared with December 31, 1978.

* 1978 comparative figures have been adjusted for changed basis of charge for depreciation.

Gösta Bystedt, STOCKHOLM, August 1979

Japan accepts Chemco offshoot

BY RICHARD C. HANSON IN TOKYO

CHEMCO International Leasing, an affiliate of Chemical Bank of New York, has received approval to establish the first fully foreign-owned leasing company in Japan, with operations expected to start by about the end of the year.

The new subsidiary, Chemco Leasing Japan, will be capitalised at ¥200m. The parent company is one of the largest bank-related leasing companies in the world, operating only outside the U.S.

The company received approval from the Ministry of Finance, which found no reason to disallow a wholly foreign-owned leasing company. Other foreign leasing companies have been active in Japan through Japanese companies.

Chemco, which specialises in ships, aircraft and other machinery and equipment is trying to tap the extremely lucrative Japanese leasing market, which last year recorded new leases valued at ¥655bn (\$3.76bn). Japan is the second largest market after the U.S.

Mitsubishi Heavy Industries (MHI) announced yesterday

that it will cut its mid-term dividend again this year because of poor prospects for profit in the second half starting from September 30. Other shipbuilding companies, plagued by severe cutbacks, are expected to follow suit.

MHI said that profit in the first half of the year showed some improvement, but the outlook for the latter half forced the company to reduce the cash dividend, as was the case at the halfway mark last year. Because of a relatively good performance by MHI on a consolidated basis for the whole of last year, the company paid ¥4 per share cash dividend, down from the ¥6 payment which had been maintained since 1970.

MHI does much better on a consolidated basis, mainly because of the success of Mitsubishi Motors, which is now the major contributor to company profits.

Meanwhile, MHI has said that it will temporarily release 200 of its employees to Toyo Kogyo, the maker of Mazda cars. The MHI employees are from the Hiroshima Dockyard, and will work for the Hiroshima-based Toyo Kogyo for about two years because of the slump in ship-

Voeest-Alpine to take stake in Zanussi

By Paul Betts in Rome

SHAREHOLDERS have given the go-ahead to a Lire 42,500 (\$52m) capital increase for Zanussi.

The Austrian Voeest-Alpine group take a 10 per cent stake in the Italian company.

The Austrian group is to participate in the capital increase, and will hold a nominal 1.8m of Zanussi stock.

Zanussi's capital will increase from L37,500 to L80bn, partly through the distribution of free shares and partly through a paid issue.

The company reported net profits of L13,300 last year, a turnover of some L80bn, more than 13 per cent up on the previous year. Exports accounted for 54 per cent of overall sales.

However, Zanussi has announced that it plans to lay off temporarily some 9,700 workers in view of the high level of stocks in its household appliances warehouses.

Sharp rise for Rothmans Malaysia

By Our Kuala Lumpur Correspondent

ROTHMANS of Pall Mall Malaysia pre-tax profit for the year to June 30 received a significant boost from a boycott of cigarettes manufactured by its chief rival, Malaysian Tobacco Company, which was organised by Chinese in northern Malaysia.

Pre-tax profit rose by 71 per cent to 19.6 ringgit (U.S.\$9.1m) on a 22 per cent increase in sales to 276m ringgit. In view of the excellent results, Rothmans is paying a dividend of 20 per cent and is making a one-for-five bonus issue. This time last year, it made a one-for-four issue raising its paid up capital to 23.9m ringgit.

Rothmans commissioned a new line at its plant last year, which proved timely as it filled the vacuum in demand created by the boycott of MTC cigarettes early this year. The boycott was in protest against the alleged refusal by MTC to donate to the proposed Chinese "Merdeka University."

Japan accepts Chemco offshoot

that it will cut its mid-term dividend again this year because of poor prospects for profit in the second half starting from September 30. Other shipbuilding companies, plagued by severe cutbacks, are expected to follow suit.

MHI said that profit in the first half of the year showed some improvement, but the outlook for the latter half forced the company to reduce the cash dividend, as was the case at the halfway mark last year. Because of a relatively good performance by MHI on a consolidated basis for the whole of last year, the company paid ¥4 per share cash dividend, down from the ¥6 payment which had been maintained since 1970.

MHI does much better on a consolidated basis, mainly because of the success of Mitsubishi Motors, which is now the major contributor to company profits.

Meanwhile, MHI has said that it will temporarily release 200 of its employees to Toyo Kogyo, the maker of Mazda cars. The MHI employees are from the Hiroshima Dockyard, and will work for the Hiroshima-based Toyo Kogyo for about two years because of the slump in ship-

New York bank lifts AUC holding

By James Forth in Sydney

MORGAN GUARANTY TRUST COMPANY of New York has lifted its stake in Australia's oldest merchant bank, AUC Holdings, from 30 per cent to 45 per cent by buying out the other foreign shareholders.

Through a wholly-owned subsidiary, Morgan Guaranty International Finance, it is buying the shares held by European Australian Associates, a group consisting of Commerzbank AG, of Frankfurt, Effectenbank Warburg AG, of Frankfurt, M. M. Warburg-Brinckman, Wirtz and Company, of Hamburg and S. G. Warburg and Company, of London. It is also buying the shares held by the Industrial Bank of Japan.

Challenge bounds ahead

BY DAI HAYWARD IN WELLINGTON

A FAVOURABLE season and the absence of industrial unrest in the meat freezing industry helped New Zealand's second largest company The Challenge Corporation to a 36 per cent profit increase and a record dividend payout.

Group trading income before tax recorded a 180 per cent increase to NZ\$22m (US\$22.2m). The tax payment went up from NZ\$1m to NZ\$9.2m and the dividend has been increased from 12.5 per cent to 15 per cent.

Mr. Ron Trotter, the chairman, said the result was particularly pleasing but when results over the last five years were considered the average return was still inadequate. "The good result this year was helped by higher wool and meat prices and a good agricultural season on the farm," he said. Challenge is heavily involved in the rural sector and the lift in farm prices and farm income had helped overall results.

Other divisions of the company including the finance and motor trading division also had a good year with strong growth. Mr. Trotter said an acceptable rate of return on assets had been achieved for the first time in many years. Group liquidity is strong but will be affected by tax payments next year, he added.

Reksten in deficit at halfway

BY FAY GJESTER IN OSLO

ONE OF the three companies in Norway's Reksten shipping group made an operating profit in the first half of 1979, but all three made losses after depreciation.

Trajan, a company which owns eight supertankers, made an operating profit of Nkr5.2m in the period, compared with an operating loss of Nkr1.5m in the first half of 1978. After depreciation, however, Trajan had a loss of Nkr200.5m (\$99.7m). Hadrian, which owns four supertankers, had an operating loss of Nkr2.8m against a Nkr2.5m loss in the comparable period of 1978, and a loss after depreciation of Nkr43.3m.

Lucian, which operates a gas tanker of the same name, had an operating loss of Nkr0.6m, and an estimated loss after depreciation of Nkr14.9m.

Reksten's shipbroking company, Reksten Brokers A/S, earned Nkr735,000 in commissions during the period, compared with Nkr 290,000 a year earlier. But after administrative costs and depreciation, the company's first-half loss is estimated at Nkr 54,000.

Norske Skogindustrier, which produces paper, pulp, chipboard and timber, reports increased

German engineering group expects similar profit

BY OUR BONN CORRESPONDENT

BROWN BOVERI (BBC), the West Germany affiliate of the Swiss engineering group, expects profits for 1979 to be similar to last year's on a slightly higher turnover. The turnover increase itself, however, depends on full payment being received for some outstanding business with Iran.

Last year parent company net profit was DM 43.6m (\$29.95m), total sales were DM 3.83bn, incoming orders rose by 7 per cent to DM 4.3bn,

German engineering group expects similar profit

BY OUR BONN CORRESPONDENT

BROWN BOVERI (BBC), the West Germany affiliate of the Swiss engineering group, expects profits for 1979 to be similar to last year's on a slightly higher turnover. The turnover increase itself, however, depends on full payment being received for some outstanding business with Iran.

Last year parent company net profit was DM 43.6m (\$29.95m), total sales were DM 3.83bn, incoming orders rose by 7 per cent to DM 4.3bn,

Advertisement for Manufacturers Hanover Overseas Capital Corporation. Includes logo and text: "U.S. \$100,000,000", "Guaranteed Floating Rate Notes due 1994", "In accordance with the provisions of the Notes, notice is hereby given that for the interest period from 31st August, 1979 to 30th November, 1979, the Notes will carry an interest rate of 12 1/2% per annum." Credit Suisse First Boston Limited Agent Bank.

Advertisement for Hard winter hits Internatio-Mueller. BY CHARLES BATCHELOR IN AMSTERDAM. THE SEVERE winter in large parts of Europe sharply reduced the first-half profits of the Dutch trading, transport and industrial group Internatio-Mueller. Net profits in the second half of 1979 are expected to be about equal to the same period of last year, and profits in the year as a whole will be, as expected, lower than in 1978.

Advertisement for Credito Italiano. "a bank in any country". "Backed by a long standing tradition of world-wide banking, all our special skills, wide experience, and vast resources are readily available to you in the comprehensive services provided by our London branch." Includes logo and contact information: "17, Moorgate, London EC2R 6HN. Telephone: 01-606 9011 Telex: 88745/888075 Credit G".

Advertisement for The Republic of Panama. "U.S. \$70,000,000 Floating Rate Serial Notes due 1990". "For the six months 31st August, 1979 to 29th February, 1980". "In accordance with the provisions of the Notes, notice is hereby given that the rate of interest has been fixed at 13 1/2 per cent per annum, and that the interest payable on the relevant interest payment date, 29th February, 1980 against Coupon No. 3 will be U.S. \$682.50". The Industrial Bank of Japan, Limited Agent Bank.

Advertisement for ALLEN HARVEY & ROSS INVESTMENT MANAGEMENT LTD. 43 Cornhill, London EC3V 3PB. Tel. 01-623 6314. Index Guide as at August 23, 1979. Capital Fixed Interest Portfolio 116.91. Income Fixed Interest Portfolio 105.00.

THE PROPERTY MARKET BY MICHAEL CASSELL

Costs development threat

RAPIDLY RISING construction costs are threatening to stifle the present state of development activity, says Mr. Dennis Marler, managing director of a reawakened Capital and Counties.

The company once commanded an "empire" extending to 11 countries, but after a rough ride in 1975 sold off large chunks of its property portfolio and put a stop to new schemes. Now it is back in the development market.

But Mr. Marler says developers face rising costs which could undermine the viability of new schemes. "Costs in the last 12 months have risen so significantly that it is getting perilously close to the point where it will not be economic to undertake developments."

"If costs get much higher and rents do not rise significantly, then companies like ours will not be proceeding with proposed development programmes."

Mr. Marler is quick to emphasise that schemes already in the Capital and Counties pipeline are not being jeopardised by the alarming rise in costs, but he suggests that recent sharp rent increases may well have saved the day.

gap left in its 400,000 sq ft Sutton scheme with the departure of John Lewis. Work on the three-year programme is due to start in 1981.

Mr. Ian Northen, assistant managing director, says the company is having talks with a small number of interested retailers and seems confident that an agreement with one of them may not be too far off.

But with the tenant of the scheme's office complex yet to be identified, and the planning process incomplete, it is likely to be some months before a package can be put first to the fund whose interest had to be "re-secured" after the John Lewis withdrawal.

At Wembley, where work is scheduled to start next year, Doenhams are to be the main anchor of the 270,000 sq ft centre and Mr. Northen is hopeful a funding arrangement will be reached by this winter.

There has, he says, been an "immensely high demand" for space. The company is having less success with its proposed mixed use development scheme at Putney, where long planning wrangles—not to mention protests by residents—have made progress impossible.

The company has decided that in its determination never again to become over-extended, it will be confining all future development projects to under £7.5m—unless they form part of a prearranged partnership.

According to Mr. Marler: "We are not going to take on any heavy commitments without pre-funding. We intend to make certain that our outgoings on interest payments are kept to a level which can be serviced by our revenue account. For us, high gearing is a thing of the past."

The company also intends, with the exception of retail schemes, to confine its activities to Greater London, where it believes demand is likely to remain strong and where rental growth looks best.

The purchase of a 3.4 acre site on the North Circular Road to house a 60,000 sq ft industrial complex, comprised largely of warehousing, underlines the company's growing interest in industrial property, which to date accounts for less than 10 per cent of its total investment portfolio.

Private Patients Plan is thought to have paid more than £1m for offices at 11/12 Crescent Road, Tunbridge Wells, New London Properties, the former owners, had originally planned to let the building at a rent of £4.75 a sq ft. Ealey and Baker acted for NLP and Exeter Payne and Lepper for Private Patients Plan.

Further evidence of the continued revival of the Birmingham office market comes with a series of lettings by Elliott Son and Boyton in Colonial Mutual Life Assurance Company's Elizabeth House scheme in Suffolk Street.

A third of the building which provides just over 20,000 sq ft on 11 floors, has been let or is under offer at rents of £2 a sq ft. Trust Houses Forte is among the tenants.

The hard-pressed P & O group is seeking a rent of £700,000 a year for the 35,570 sq ft of office space it is vacating in Leadenhall Street in the City. The group is moving to Beaufort House, St. Botolph Street, EC3.

The near-220 a sq ft price tag is for the air-conditioned top two floors and piazza level in the P & O building. The space is to be let on a new 21-year lease by joint agents Jones Lang Wootton and George Trollope.

Carliss Capel and Leonard, the specialty chemical, oil and gas exploration group, has agreed to pay £1m for its new headquarters at 70-74, Cannon Street, London, EC4.

International Marketing and Promotions has taken 6,560 sq ft of refurbished office space at 3, Sherwood Place, opposite the Royal Palace Hotel in Piccadilly, London, for an annual rent of £36,000 exclusive. Weatherall Green and

Smith acted for the owners of the building. Land Securities Investment Trust, and Knight Frank and Ratley acted for the new tenants.

Tate and Lyle Group Pension Scheme's three-unit warehouse development at the junction of the M20 and M25 motorways at Swanley, Kent has been completed. The units have been fully prelet at about £2.15 a sq ft to S and A Geophysical, Obart, and SKF (UK).

Abacus Development, part of the Sir Robert McAlpine construction group, has bought for about £500,000 four connecting office blocks in the prime West End area of Edinburgh.

The four period buildings need careful restoration and will not be ready for occupation until next year when they will provide 18,000 sq ft of office space. Strutt and Parker represented Abacus and have been retained as letting agents.

Music Hire Group, represented by Bernard Thorpe, has agreed to sell a long lease on 22,000 sq ft of warehouse in Domestic Street, Leeds to The Heart of Oak Benevolent Society. The likely price is thought to be about £400,000.

BBA Pension has bought the freehold of 13,000 sq ft of offices at 13/14 Park Place, Leeds, for about £225,000. Jones Lang Wootton and Roland Stross acted for BBA. Faxtons of Leeds acted for the vendors, a family trust.

Slough's aims unclear

IT IS difficult to unravel Slough Estate's true intentions from this week's statement, couched in terms aimed at satisfying the U.S. Securities and Exchange Commission, concerning its purchase of a small stake in an American real estate investment trust.

Slough this week disclosed six months pre-tax profits of £4.9m (£3.78m). It says its U.S. joint venture SDK Industrial Parks has bought for \$3m, a 5.15 per cent share in Bank Realty Investors as an investment and has "no present plan" to acquire control of the company.

But in an announcement which Mr. Nigel Mobbs, Slough's chairman, admits reads more like a legal document than news of a share deal,

SDK says it will review its investment continuously and may increase or decrease its stake as well as change its intentions with respect to seeking control.

SDK was set up six years ago by Slough-Parks, a wholly-owned Slough subsidiary which has an 80 per cent stake in SDK and Draper and Kramer, a private development and management group which holds the balance and acts as Slough's associate in all its U.S. projects.

Mr. Mobbs says it is the first time the joint venture has stayed from the development path on to the share buying trail. Though he will not be drawn any further it would be surprising if Slough's ambitions in respect of SDK and Bank

Realty have been fulfilled. It could either envisage ultimate control of the company or use its stake as a prequalification for purchasing some of its property assets.

The last time Slough bought into an investment trust in North America was about 12 years ago, via a deal with Yorkshire, and Pacific Securities aimed at providing funds for Slough Canada.

SDK recently completed its 530,000 sq ft Regent industrial centre at Elk Grove, near Chicago, now fully leased, and expects to start work on an adjoining 30-acre site before the winter. In the same area, which goes ahead on a Midway Motor Lodge complex and a development of small office units.

Investment pattern may change

INSTITUTIONS may well have to rethink their future investment strategy in the retail sector because of the shortage of prime investment opportunities.

That is the opinion of Mr. Michael Harris, deputy senior partner at Strutt and Parker, who calculates that pension funds will this year allocate about £400m for retail shop investment.

He believes that with so much money chasing few good opportunities, several changes in attitude by institutions could be on the way.

Mr. Harris suggests funds will now begin to look more closely at good secondary units and that those considered will probably fall into three types. The first, and most likely, the best, buy will be the prime shop located in a secondary town, with a well defined, but small catchment population.

The second will be purpose built precincts in smaller towns and the third will be shops situated at the end of the prime pattern.

Institutions, he adds, might also accept that a lower proportion of their funds will be committed to retail investment. As a third alternative, they might increase overseas activity. To date, the funds have shown little sign of straying from the prime path. Most would prefer the other options suggested by Mr. Harris, or to judge by their usual reaction to suggestions of secondary investments, to sit on their money.

DRIVERS JONAS 18 PALE MARE LONDON SW1W 5NF. CLIENTS' WAREHOUSE REQUIREMENTS. North West London... 40,000 - 60,000 sq. ft. Inner London... 12,000 - 20,000 sq. ft. Southampton... 6,000 - 8,000 sq. ft. Grimsby... 5,000 sq. ft. Truro... 4,000 sq. ft. Southend... 4,000 sq. ft.

THE BLACK HORSE FUNDS of BEEHIVE LIFE ASSURANCE CO LTD a wholly owned subsidiary of LLOYDS BANK LTD require FURTHER PRIME INVESTMENTS £200,000 to £2M Instant decisions Retained surveyors: MATTHEWS GOODMAN & POSTLETHWAITE 01-248 3200 72 UPPER THAMES ST LONDON EC4B 3UR

An impressive and prestigious COMPANY/CHAIRMAN'S FLAT or private residence. A remarkable penthouse property in the heart of the West End with rooms of spectacular proportions and a 50ft roof terrace all with open views across Green Park. Ideal for entertaining and with the benefit of a staff flat and parking facilities. LONG LEASE AVAILABLE Enquiries to the Senior Partner STEAD & GLYN. 265 Kensington High St., London W8. 01-603 9291

Prime London West End Banking Units. Mayfair 4,100 sq ft approx. St. James's 4,400 sq ft approx. Leases to be sold. Debenham Tewson & Chinnocks 01-408 1161

K for Industry. EAST LONDON Newly decorated warehouse Single storey 18,000 sq. ft. TO LET. WANTED E. London/S.W. Essex 20,000 sq. ft. Modern warehouse Must be freehold. LONDON NW9 Factory with offices 6,000 sq. ft. TO LET. LONDON N11 New factory unit 22,285 sq. ft. IMMEDIATE OCCUPATION - TO LET. BEDFORD 6,500 sq. ft. Warehouse/factory unit Last remaining new unit TO LET. CROYDON 30,000 sq. ft. Factory On 1.2 acres FOR SALE. SALISBURY 18,000 sq. ft. Factory FOR SALE FREEHOLD. SOUTHAMPTON Single storey Workshop 74,000 sq. ft. FOR SALE - FREEHOLD. King & Co Chartered Surveyors 1 Snow Hill, London, EC1 01-236 3000 Telex 885485 Manchester, Leeds and Brussels

A rare opportunity to obtain accommodation actually adjoining Lloyds OFFICES TO LET 5,050 sq. ft. approx 52 Lime St. London E.C.3. * New 10 year lease * Lifts * Central Heating Sole Agents: BASILDOOR HOUSE 7-11 MOORGATE LONDON EC2R 6AQ 01-606 1455 DE GROOT COLLIS

CROYDON NEW WAREHOUSE/INDUSTRIAL UNITS 7,500-50,000 SQ. FT. Apply Joint Sole Agents: CONNELLS COMMERCIAL 01-495 4532 HEALEY & BAKER 01-629 9292

TYSELEY-BIRMINGHAM KINGS ROAD INDUSTRIAL ESTATE Existing Units 7,000-100,000 square feet available now. RICHARDSON DEVELOPMENTS LTD. 021-544 7111

HB AUCTION 3 pm WEDNESDAY, 26th SEPTEMBER 1979 (unless previously sold) FREEHOLD SHOP OFFICE, INDUSTRIAL & SHOWROOM INVESTMENTS. BILLERICAY 53 55 High Street 1970s industrial premises... VALUABLE RENT REVIEWS & REVERSIONS FROM 1982. KILBURN 254-256 Belsize Road 1970s industrial premises... RENT REVIEW 1982. BISHOP'S STORTFORD 45-47 South Street 1970s industrial premises... VALUABLE RENT REVIEWS FROM 1981. TWICKENHAM 46 King Street 1970s industrial premises... EXCEPTIONAL REVERSION 1989. HORNRCHURCH 137 139 High Street 1970s industrial premises... SUBSTANTIAL REVERSIONS 1982. WEMBLEY 503 High Road 1970s industrial premises... MOST VALUABLE REVERSIONS 1982. Auction to be held at THE LONDON AUCTION MART 25 Little Trinity Lane, London EC4

HAMPSHIRE COASTAL CITY Long leasehold industrial/office complex 20,000 ft approx level site with long road frontage central position. Producing £36,000 per annum. Price £420,000. Write Box T 5127, Financial Times, 10, Cannon Street, EC4A 4BY

On the instruction of the LEGAL AND GENERAL 285, OXFORD STREET TO LET The entire building with V.P. October '79. Unrivalled Retail Premises having 29' 6" Frontage 51' Depth Total Retail Area 3120 SQ. FT. Ancillary Space 1400 SQ. FT. Full details from Joint Sole Agents CONRAD RITBLAT & CO MICHAEL LAURIE & PARTNERS Fitzroy House, 18/20 Grafton Street, London W1X 4DD. 01-493 7050.

INVESTMENT FOR SALE CRICKLEWOOD BROADWAY, N.W.2. High yielding long leasehold investment. Tenants include Tesco's and C.P.O. Present net income £18,000 per annum exclusive Lease 6 years since 1970. £195,000. SALTER WEX 01-267 2071. COMMERCIAL PROPERTY APPEARS EVERY FRIDAY

Healey & Baker 29 St. George Street, Hanover Square, London W1A 3BG 01-629 9292 City of London 118 Old Broad Street London EC2N 4AR Amsterdam, Brussels, Glasgow, Jersey, New York, Paris

A Franthorne Development BERMONDSEY TRADING ESTATE Rothermid New Road, SE16 New S/S Warehouse/Factories to be let From 1,383 sq. ft. and 4,377 to 120,000 sq. ft. (in multiples). PRIME DISTRIBUTION LOCATION HEATING LIGHTING POINTS 3 PHASE POWER 24 HOUR SECURITY. SOLE AGENTS GRANT 50 Mount Street London W1V 5BE Telephone: 01-629 8901 Telex 288943

هنا من العمل

Factories and warehouses alongside the A1

Units of 3,000 sq ft, 10,000 sq ft and 20,000 sq ft on a new development alongside the A1 at Orton Southgate. Offices, toilets, heating, lighting, parking and walled storage-yard provided. Just switch on and move in.

Peterborough is an established city with a long industrial tradition. Good supply of skilled and semi-skilled workers and comprehensive assistance with staff recruitment.

Housing guaranteed for all staff who move with you or are recruited later. Excellent choice of houses to buy at some of Britain's lowest prices.

Ring John Case, Chief Estates Surveyor 0733 68931

Peterborough Development Corporation
PO Box 5 Peterborough PE1 1UJ
Peterborough
Under an hour from King's Cross

THE INDUSTRIAL PROPERTY SURVEY

will now be published

FRIDAY 21ST SEPTEMBER 1979
for details about advertising please telephone
Cliff Caunter 01-248 8000. Ext. 234

CLOSE TO WINDSOR CENTRE

Slough 2 1/2 miles, Motorway (M4) 1 mile, London 20 miles.
A Former Primary School
On Victorian origins on corner site of about one-third acre, 2 lofty halls, 9 classrooms with ancillary offices, storerooms, cloakrooms, oil-fired central heating, Tarmac paved playground.
Effective Floor Area 7,361 sq. ft. Suitable as Education/Training Centre and situated within town planning zone primarily for residential use.
OFFERS INVITED
for the Freehold with Vacant Possession

RAFFETY
30 High Wycombe, High Wycombe, Buckinghamshire, Tel. (0494) 2123.

INTERNATIONAL PROPERTY

PRIME IRRIGATED U.S. FARMLAND \$600-\$1200 per acre

Offered by the property division of Fogel & Company, a U.S. based merger and acquisition firm. Impeccable corporate credentials, 50 years of solid experience working with both individuals and Fortune 500 clients. Properties are located in the Sunbelt states of New Mexico, Texas and Oklahoma. Product yields comparable to Midwestern farms.

- farms from \$250,000 to \$100,000,000
- proven water supply
- professional management available
- illustrated literature and specifications on request

Other opportunities in Arizona, Nevada and California. All agribusiness potentials, including ranches, vineyards, dairy farms, feed lots and processing plants.

For more information, call or write:

FOGEL & COMPANY, INC.

Mr. H.L. Quist
3550 N. Central Ave., Suite 1116, Phoenix, Az. 85012
Telephone: (602) 264-9372 Telex: 668-428

MANHATTAN OFFICE SPACE

We offer the finest selection of 500 to 50,000 sq. ft. No request is too small. Personalized service custom-tailored to your space needs.
Our fees are paid by landlords. Call or write A. Moczymski for further information.

SUTTON PROPERTIES 354 Cold Spring Rd. Syosset, New York 11791
COMPANY Tel. (516) 367-9797

FOR SALE Minnesota Ranch-Farm

4,500 acres, mostly arable. Usual farm buildings, plus main ranch house and 10 other houses. \$4m. Other farm and investment properties available.

WORTH INVESTMENT CO.
10, Prospect St., Fitchburg, Mass. 01420. USA. Tel: (617) 343-4723.

COMPANY NOTICES

THE COMPANIES ORDINANCE (CHAPTER 32)
INTERNATIONAL PACIFIC SECURITIES COMPANY LIMITED (In Members' Voluntary Liquidation)
NOTICE OF FINAL MEETING
NOTICE IS HEREBY GIVEN pursuant to Section 239 of the Companies Ordinance (Chapter 32) of the Revised Edition 1975, that the Final Meeting of the Members of the above-named Company will be held in the Boardroom of Messrs. J. S. Matthews & Company Limited, Commercial Centre, Cannon Road, Central Hong Kong, on 4th October, 1979, at 11:00 a.m. for the purpose of having an account laid before them, showing the manner in which the winding up has been conducted, and of hearing the Liquidators, and also of directing by Extraordinary Resolution the manner in which the accounts and documents of the Company and of the Liquidators shall be disposed of.
D. W. CAIRNS
Liquidator
Dated the 31st day of August, 1979.

Notice to the Holders of Bonds of the Issue B 1977/78 of US\$10,000,000 made by the EUROPEAN COAL AND STEEL COMMUNITY
The Commission of the European Communities announces that the annual instalment of bonds amounting to US\$1,500,000,000 for redemption on October 1, 1979. Amount outstanding on and after October 1, 1979, US\$4,000,000,000. Luxembourg, August 31, 1979.

GRESHAM INDUSTRIES LIMITED (Incorporated in the Republic of South Africa)
DECLARATION OF AN ORDINARY DIVIDEND No. 41

NOTICE IS HEREBY GIVEN that a Final Dividend of 15 fifteen cents per share, making a total of 25 cents per share for the year ended 30th June 1979, has been declared by the Board of Directors payable on the 15th November, 1979. Shareholders registered in the Books of the Company at the close of business on the 15th October, 1979.
The dividend is declared in South African currency and Dividends payable from London will be paid in United Kingdom currency, calculated at the rate of 1 South African Rand equal to 2 South African Cents, on the 2nd November, 1979.
The dividend is payable to the London Office in respect of the United Kingdom and Northern Ireland will be subject to deduction of United Kingdom Income Tax at rates to be arrived at after allowing for relief if any in respect of South African Taxes.
Shareholders will, where applicable, deduct the Non-Resident Shareholder's tax of 10 per cent on the dividend. For the purpose of paying the above dividend the Company's records will be closed from the 20th October, 1979 to the 2nd November, 1979, both days inclusive.
Dividend Cheques will be issued on or after the 15th November, 1979.
By Order of the Board,
R. G. GRAGG, Secretary.
Registered Office:
220 Commissioner Street, Johannesburg, 2001.
With effect from 1 September, 1979, the Registered Office will be: Lower Mall, Berea, Johannesburg, 2001. Lower Botha and 1st Avenue, Wynberg, Johannesburg, 2001. Transfer Secretaries and Share Transfer Office: United Fidelity Trust South Africa Ltd., 17th Floor, 37 Sauer Street, Johannesburg, 2001.
P.O. Box 2322, Johannesburg, 2000.
Company Secretary: G. J. van der Merwe, Grandby House, 91-93 Sauer Street, Johannesburg, 2001.

BRASCAN LIMITED (Incorporated in the Province of Ontario)
NOTICE IS HEREBY GIVEN that the Board of Directors of this Company has declared a quarterly dividend of twenty-five cents per share in respect of the States funds on the Company's Class A, Class B and Class C Convertible Ordinary Shares without nominal or par value, 1979 to the 31st day of August, 1979, to the holders of record at the close of business on October 7, 1979.

The dividend payable on Class A Convertible Ordinary Shares will be paid only against surrender of such shares with coupon attached to the 31st day of August, 1979, both inclusive, with talons attached in exchange for the Class C Convertible Ordinary Shares. Talons attached to the coupon may be surrendered for exchange to the Registrar of the Company, 2001, 17th Floor, 37 Sauer Street, Johannesburg, 2001.
The transfer agents of the Company are: National Trust Company, Limited, 21 King Street East, Toronto, Canada, M5X 1C3.
By Order of the Board,
L. A. ALLEN,
Secretary.

NU-SWIFT INDUSTRIES LTD.
NOTICE IS HEREBY GIVEN that the Register of Members and Transfer of the Company will be closed from the 21st September, 1979 to 1st October, 1979. Both dates inclusive.
By Order of the Board,
KENNETH WILSON, Secretary.
Nu-Swift Factory, Eiland, West Yorkshire. Transfer Office: 20, St. Peter's Street, London EC1Y 1AR.

THE BIRMINGHAM MINT LTD.
NOTICE IS HEREBY GIVEN that a dividend of 2 1/2 pence per share in respect of the 6 months ended 30th September, 1979 will be paid on 11th October 1979 to all Preference Shareholders registered in the books of the Company at the close of business on Friday, 7th September, 1979.
By Order of the Board,
A. SINGER, Secretary.

THE GREAT NORTHERN TELEGRAPH COMPANY'S HOLDING COMPANY LIMITED
Interim statement for the first half of 1979 for The Great Northern Telegraph Company, Limited, of Denmark.
The turnover of the Great Northern Group for the first 6 months of 1979 was only slightly larger than the previous year. The Group has achieved a steady market development in Denmark and other countries. The construction activity because of the long winter period, is a large turnover is expected for the remainder of the year and it is anticipated that the 1978 level of earnings will be maintained at the 1978 level exclusive of the very large one-off extraordinary income recorded for that year.
The Board of Directors.

LEGAL NOTICES

THE COMPANIES ACTS 1948 TO 1976
MEATWAYS LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 12 o'clock, midday, for the purpose mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
MONTAGUE JOYCE LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Wednesday, the 5th day of September 1979, at 12 o'clock, midday, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 21st day of August 1979.
By Order of the Board,
MONTAGUE GODEL, Director.

THE COMPANIES ACTS 1948 TO 1976
MONTAGUE JOYCE (UK) LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Wednesday, the 5th day of September 1979, at 12 o'clock, midday, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 21st day of August 1979.
By Order of the Board,
MONTAGUE GODEL, Director.

THE COMPANIES ACTS 1948 TO 1976
JUTNEY CASTINGS LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Wednesday, the 5th day of September 1979, at 12 o'clock, midday, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 21st day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

THE COMPANIES ACTS 1948 TO 1976
STANLEY CASING CO. LIMITED
NOTICE IS HEREBY GIVEN, pursuant to section 233 of the Companies Act 1948, that a Meeting of the Creditors of the above-named Company will be held at the offices of
LEONARD CURTIS & CO.,
374 BENTUCK STREET,
LONDON W1A 3BA,
on Tuesday, the 4th day of September 1979, at 11 o'clock, in the forenoon, for the purposes mentioned in sections 234 and 235 of the said Act.
Dated the 20th day of August 1979.
By Order of the Board,
JOHN POLAK, Director.

APPOINTMENTS

مكازم الأرحم

Group Managing Director Designate

This is an unusual opportunity on the Main Board of a large public company.

- IN THE SHORT TERM the task is to provide executive direction to a major division comprising diverse operating companies.
- THE LONG TERM REQUIREMENT is to provide for succession to the Group Managing Director.
- GENERAL MANAGEMENT responsibility at board level in an expanding group is the essential requirement. This should be backed by an engineering or technical qualification, and a record of proven management achievement.
- TERMS are for discussion above £25,000.

Those to whom this appointment is of interest are invited to write in confidence to C.A. Riley as adviser to the company.

TYZACK & PARTNERS LTD

MANAGEMENT CONSULTANTS
10 HALLAM STREET LONDON W1N 6DJ
12 CHARLOTTE SQUARE and EDINBURGH EH2 4DN

Technical Director

for a successful British group operating internationally in the field of heavy chemicals.

- CONTRIBUTION as a Main Board member will be expected in research and development, technical risk analysis and the appraisal of commercial opportunities leading to further business growth.
- THE REQUIREMENT is for a highly qualified chemist with a record of demonstrable achievement acquired in a major chemicals enterprise.
- PREFERRED age 40 to 50. Terms are negotiable and will be of interest to those earning in excess of £20,000.

Write in complete confidence to R. T. Addis as adviser to the group.

TYZACK & PARTNERS LTD

MANAGEMENT CONSULTANTS
10 HALLAM STREET LONDON W1N 6DJ
12 CHARLOTTE SQUARE and EDINBURGH EH2 4DN

ASSISTANT FINANCIAL MANAGER

NIGERIA
AGE 30-35

Exceptional opportunity for an experienced Accountant to join the management team of a company running a cement works in the Benue State (eastern Nigeria).

Must have appropriate qualifications and experience in accounting and financial management, preferably with some overseas experience. Good career development prospects. Salary in the region of £20,000 per annum, with all usual benefits including free accommodation, car and one-month leave after five months' work.

Applications with c.v. to:
CEMENTIA HOLDING A.G.
Nueschelerstr. 45, CH-8001 Zürich/Switzerland

PUBLIC NOTICES

HALTON BOROUGH COUNCIL
£500,000 Halton Borough Council Bill issued 29th August 1979, due 29th November, 1979 at 13.328125%. Applications totalled £2.5m. £500,000 bills are outstanding.

NORWICH CITY COUNCIL
£0.2m bills issued 29th August, due 29th November, 1979, at 13.216414%. Applications totalled £4m. No other bills outstanding.

Investment Rotterdam Centre

Dutch florins 11,000,000,-
4 industrial apartments
96 apartments

Information:
Interlinden B.V.
Prinsessegracht 20
2514 AP The Hague, Holland
Phone 70624101
Telex 34174

Interlinden

CLASSIFIED ADVERTISEMENT RATES

	per line	single column cm.
Commercial and Industrial Property	5.50	17.50
Residential Property	3.00	11.00
Appointments	5.50	17.50
Business & Investment Opportunities, Corporation Loans, Production Capacity, Businesses for Sale/Wanted	6.75	21.00
Education, Personal, Gardening	3.00	12.00
Motor Cars	5.00	16.00
Hotels and Travel	4.00	14.00
Contracts & Tenders	5.50	17.50
Book Publishers	—	8.00

Premium positions available (Minimum size 30 column cms.) £1.50 per single column cm. extra
For further details write to:
Classified Advertisement Manager,
Financial Times, 10, Cannon Street, EC4A 4BY.

Wall St. investors stay cautious at midpoint

Investment Dollar Premium... The market at mid-session Wednesday's close in active trading...

Volume leader General Motors... remained mixed in fairly active trading. The composite index fell 0.62 to 257.25...

Among unofficially quoted shares... Maschhoff-Bieter rose. Domestic bonds closed slightly higher...

NEW YORK - DOW JONES. Table with columns for Aug 29, Aug 28, Aug 27, Aug 26, Aug 25, High, Low, High, Low. Includes Industrial, Transport, Utilities, and Total.

Closing prices and market reports were not available for this edition. The New York Stock Exchange Composite Index was up slightly on turnover of 13m shares...

Germany. Leading shares closed higher after active trading with foreign sentiment boosted by buying interest. The upward trend was seen in all sectors...

Paris. Share prices steadied after an initial easing on some profit taking, with the Government's Fr 45bn economy-boosting measures announced on Wednesday...

STANDARD AND POORS. Table with columns for Aug 29, Aug 28, Aug 27, Aug 26, Aug 25, High, Low, High, Low. Includes Industrial, Composite, and Land Gov. Bond Yield.

Canada. The market at noon was lower in active trading as the Toronto Composite Index fell 0.5 to 1678.0. Losses outnumbered gains...

Tokyo. Share prices closed slightly lower in moderate trading with profit-taking in resources-related issues and trading firms more than offsetting early gains...

Switzerland. Prices closed steady in moderate volume with investor interest focused on secondary stocks. Sentiment was underpinned by the bond market tone...

MONTEREAL. Table with columns for Aug 29, Aug 28, Aug 27, Aug 26, Aug 25, High, Low. Includes Industrial, Composite, and Land Gov. Bond Yield.

NEW YORK. Table with columns for Stock, Aug 29, Aug 28, Aug 27, Aug 26, Aug 25, High, Low. Lists various stocks like Abbott Lab, Am International, etc.

CANADA. Table with columns for Stock, Aug 29, Aug 28, Aug 27, Aug 26, Aug 25, High, Low. Lists various Canadian stocks like Revlon, Reynolds Metals, etc.

GERMANY. Table with columns for Stock, Aug 30, Price, Div. Yield. Lists various German stocks like AEG, Allianz, BMW, etc.

STOCKHOLM. Table with columns for Stock, Aug 30, Price, Div. Yield. Lists various Swedish stocks like ASEA, Alfa Laval, etc.

EUROPEAN OPTIONS EXCHANGE. Table with columns for Series, Vol., Oct, Jan, Apr, Last, Stock. Lists various options series.

BASE LENDING RATES. Table with columns for Bank, Rate. Lists various banks and their lending rates.

AMSTERDAM. Table with columns for Stock, Aug 30, Price, Div. Yield. Lists various Dutch stocks like Alcoa, Alkerm, etc.

PARIS. Table with columns for Stock, Aug 30, Price, Div. Yield. Lists various French stocks like Alcatel, Alstom, etc.

Tariff rates in tape form. INFORMATION on tariffs will month or so later. Although available from Customs and they will give changes in duty...

Members of the Accounting Houses Committee... 7-day deposit 1 1/4%, 1-month deposits 1 1/2%...

VIENNA. Table with columns for Stock, Aug 30, Price, Div. Yield. Lists various Austrian stocks like Creditanstalt, etc.

MILAN. Table with columns for Stock, Aug 30, Price, Div. Yield. Lists various Italian stocks like ANIC, Bagnoli, etc.

Vertical text on the right edge of the page, possibly a page number or reference.

COMMODITIES AND AGRICULTURE



Indian tea exports rising

By P. C. Mahanti

CALCUTTA — Export demand for Indian teas has been rising. The Tea Board issued export licences for 70m kilos between April and July this year against 52m kilos during the same period last year.

This is also partly the result of a Government decision to allow for maximum exports irrespective of the size of the current crop. The industry expects that at least 200m kilos will be exported in 1979-80.

Industry sources do not expect a serious shortage in the domestic market even if the 1979 crop is lower than last year's 570m kilos. The crop for date is running 25m kilos behind 1978 levels.

Due to an export of only 18m kilos in the 1975-79 financial year there is a 50m kilos carry-over trade surplus.

But with higher cost of furnace oil and fertiliser prices and further wage increases in prospect, the United Planters' Association of Southern India has warned that many tea estates are in danger of going into the red.

U.S. cotton stocks boost predicted

WASHINGTON — A much larger U.S. cotton crop this year, along with some weakening in exports and domestic textile mill demand, should boost the U.S. cotton stockpile by around 42 per cent by next summer, Agriculture Department officials said here.

Current Agriculture Department estimates put the 1979 cotton harvest at 13.7m bales, or nearly 26 per cent from the 1978 harvest of 10.9m bales. Stockpiles on August 1 were down to 3.9m bales, compared with 5.3m a year ago.

But the new crop, along with diminished requirements, will rebuild the stockpiles to around 5.4m bales by next August 1, USDA officials said.

"The disappearance in 1978-79 is estimated at about 1.2m bales, compared with 1.9m in the past year."

Exports are expected to be about 6m bales, down from last season's 6.2m, which were up sharply from 5.5m in 1977-78.

By Dow Jones

General advance in metal markets

By JOHN EDWARDS, COMMODITIES EDITOR

METAL PRICES advanced strongly on the London markets yesterday. Silver leapt to a new peak following the upward trend in gold and the rise in U.S. values overnight.

The bullion market's spot quotation for silver was raised by 14p to a record 462.2p an ounce, and profit-taking sales in the afternoon brought only a small decline. The cash price on the London Metal Exchange closed 13.5p higher at 461.5p.

Copper was boosted by the strength of precious metals and the overnight rise in the New York market. Cash wirebars gained 17.5 to 838.5 a tonne.

Main buying interest, however, is reported to have come from speculative sources, with consumer demand remaining quiet. Nevertheless, the shortage of wirebar supplies immediately available to the market continues with the cash price maintaining its premium over the three months quotation.

"Bullish" sentiment was aided by an International Monetary Fund forecast that Zaire's copper exports would fall to 350,000 tonnes, against 410,000 tonnes last year.

The rise in copper prompted a general rise in other bas-

metal prices. Cash tin rose by 67.5 to 8,775 a tonne, re-establishing a premium over the three months quotation.

The advance reflected higher Penang market values overnight and fears that the Rotterdam port strike might worsen the scarcity of nearby supplies that appears to be developing.

Cash lead also moved to a slight premium over the three months quotation, gaining 15.5 to 247.5 a tonne.

The rise in zinc, following the news of the German cutback by the West German smelters, Preussag, was strengthened by the firm tone in other metals.

It is still not certain just how much Preussag has reduced actual production and whether other producers will follow suit.

Cutbacks of this kind need advance planning in order to adjust supplies of concentrates and power, as well as hours worked by the labour force.

But Preussag's move has been welcomed as an indication that something drastic has to be done to stop surplus stocks building up too high again.

Aluminium prices closed higher, but there were reports in late dealings that a settlement of the Alcan smelters strike in Quebec was imminent.

Hurricane fears lift sugar

By Our Commodities Staff

NERVOUSNESS ABOUT the prospect of hurricane David hitting sugar-growing islands in the Caribbean prompted a sharp rise in world sugar values yesterday.

The London daily raw sugar price was fixed unchanged at £105 a tonne in the morning but on the futures market the December position advanced £23.25 to close at £116.30 a tonne.

The hurricane was reported to be heading for the Dominican Republic and Cuba. Neither of these countries is actually producing sugar at the moment but there is still the risk of damage to growing crops.

A London dealer noted, however, that there is a tendency for hurricanes to skirt round islands as large as these with damage generally being confined to coastal areas.

Yesterday's price rise was also encouraged by the decline in the value of sterling, traders said. News of a 1 cent pound reduction in the U.S. import fee with effect from next week is thought to have influenced some buyers.

UK GRAIN MARKETING

The price of independence

BY JOHN CHERRINGTON, AGRICULTURE CORRESPONDENT

HEARING THAT a couple of lorry loads of malting barley had been stolen in East Anglia the other day, a cynical farmer remarked that the villain was probably a malster simply carrying his principles to their logical conclusion.

Malsters, together with millers and other end users, are traditionally tough buyers of grain. It seems to many farmers that the wide-spread mergers and amalgamations of the last 30 years have made them more arbitrary and ruthless than ever.

The background to my friend's outburst was the news that a leading malster had reduced its buying price for high grade barley by 5s a tonne, as in the company's view, its needs were well covered for the immediate future.

In other words the malsters were taking advantage of market conditions. Logically, no one can blame them for that.

In the face of such action a farmer has very little choice but to sit on his grain until the market rises. Because those who did this last year secured very high prices for April and May deliveries I suspect that many farmers will be tempted to do so again.

This could force prices up in the next few months only to see them collapse at the end of the grain

year. But the grain held back like this is usually of feeding quality. The malting barley market is limited, taking perhaps a quarter of the total barley crop. Malsters tend to fill their stores quite early.

Adept at the hard-quick story, crocodile tears pour down their cheeks as they tell of competition from cheap French malting imports, lost markets abroad, lower beer consumption and so on. These arguments are passed back to farmers by the merchants with whom most of the malsters deal.

The fact that the majority of grain growers have their own storage, some quite sophisticated, is a source of both strength and weakness. Because of it a farmer can choose his date of marketing. But by the mere fact of having this advantage he forfeits the strength given by the use of centralised storage under farmers' control.

There are, it is true, some quite effective farmer-controlled grain storage and selling organisations and more are being formed. But at present these are a convenience and take the responsibility of selling off the farmer's shoulders, they have little impact on the market overall because of their small number. The only way this could be improved would be to have an organisation like the Milk Marketing Board moving all the grain through one outlet.

This, in fact, is what happens to grain in Australia where all

selling is in the hands of the Wheat Board; growers are paid the eventual realisation price. The main reason why such a system has not been adopted in Britain is that until the UK joined the European Community, domestic farm policy encouraged unrestricted imports, which made holding out for higher prices impossible. At the same time independently minded grain farmers, like to deal and are confident they can beat the market.

This arrangement has no real basis in fact because the alternative has never been tried. There is also evidence that at the moment we are very bad sellers indeed. That is if the object of selling by farmers is the exploitation of the market.

Since Britain joined the EEC the grain market has been maintained by the threshold price which sets a minimum level for grain imports and the intervention price which fixes a "floor" for domestic prices. The threshold price of maize and barley for August is just over £105 a tonne. The spot price for home-grown barley is £83 a tonne ex-farm.

The threshold price in fact has little influence on the market for feed barley. This, at the moment, is governed by the intervention price which for August barley is £86.71. The difference is because of cuts between £3 and 4s a tonne to take grain from the farm and put it into an intervention

store. It is obvious then that the trade is being entirely controlled at present by intervention, although amounts actually sold into intervention are negligible.

It is true to say that prices for forward delivery are above the intervention level for those months but they are still a long way below those of foreign supplies should the buyers seek alternatives. The same applies in milling and feed wheat.

Grain growers organise things better in the rest of Europe, where market prices are nearly all above the intervention level. The importance of the threshold price to Britain is that between 6m to 8m tonnes of grain, including maize, are still imported monthly. However, prices of domestically grown grain are still well below imported levels because of poor marketing.

There is no doubt in my mind that an independent attitude to marketing is only held by a minority of farmers these days, and a declining minority at that.

Many younger farmers are very conscious that a better system must be evolved, in which returns could be more accurately determined. They also feel they have better opportunities to make their own preferences to leave the market place to the experts.

They are undoubtedly right, but I still hope the old ways will see me out.

Coffee smugglers cost Brazil \$162m

By RIK TURNER IN SAO PAULO

ALTHOUGH Paraguay has an annual coffee production of some 93,000 bags (60 kilos each) so far this year she has exported over 200,000 bags to the U.S. and a similar quantity to countries in Europe.

How does she manage to do this? The answer, according to the authorities in neighbouring Brazil, is the growing trade in smuggling coffee.

Experts at the Coffee Trade Centre in Rio de Janeiro estimate that over 1m bags, a tenth of their country's legal exports, are being smuggled into Paraguay. The point of departure is the Brazilian border state of Parana.

Such large movement obviously requires a major operation—sometimes as many as 100 lorries at one time—and federal authorities remain baffled as to

how so much traffic goes unnoticed. But there can be no doubt that it is leaving Brazil, and costing the country a considerable sum in lost revenue. Every exported bag of coffee pays a "contributory quota" (export tax) of \$137 plus commodity circulation tax (the Brazilian equivalent of VAT) of \$15. Together, this would mean losses on the estimated 1m smuggled bags of \$162m.

Parana Senator Jose Richa, denouncing Brazilian coffee's "Paraguayan connection," described a particularly ironic aspect of the situation: "the point of embarkation for Paraguay's coffee exports is Parana, a coffee producing area."

Such large movement obviously requires a major operation—sometimes as many as 100 lorries at one time—and federal authorities remain baffled as to

Cottonseed production set to rise

By CHRISTOPHER PARKES

THE BRITISH Wool Marketing Board faces another difficult season and the prospect of further drains on its reserves, Mr. Walter Elliot, chairman, said in the Board's annual report.

At the start of the new 1978-1980 season it was clear that high interest rates would bring a big increase in the cost of purchasing wool from producers. And if inflationary pressures continued levels at the end of the year, payments to merchants handling the UK clip will be much higher than the amount budgeted, he said.

Sales will also be affected by the Government's decision to maintain the strength of sterling. UK wool will be put at a

Wool Board expects difficult season

By CHRISTOPHER PARKES

THE BRITISH Wool Marketing Board faces another difficult season and the prospect of further drains on its reserves, Mr. Walter Elliot, chairman, said in the Board's annual report.

At the start of the new 1978-1980 season it was clear that high interest rates would bring a big increase in the cost of purchasing wool from producers. And if inflationary pressures continued levels at the end of the year, payments to merchants handling the UK clip will be much higher than the amount budgeted, he said.

Sales will also be affected by the Government's decision to maintain the strength of sterling. UK wool will be put at a

French beet puts on weight

By JOHN CHERRINGTON, AGRICULTURE CORRESPONDENT

PARIS—The results of the third French beet test, made on August 27, show an average root weight of 452 grammes compared with 377 at the same time last year. The Sugar Beet Planters' Association said.

Sugar content was 14.80 per cent compared with 16.03 per cent while sugar per hectare was 3.94 tonnes against 5.50 tonnes.

The second test, made on August 13, showed average root weight of 372 grammes, and sugar content of 14.11 per cent. The next test will be made on September 10.

They are undoubtedly right, but I still hope the old ways will see me out.

BRITISH COMMODITY MARKETS

BASE METALS

Table with columns for metal types (Copper, Lead, Tin, Zinc, Nickel, Aluminium) and price changes (+/-) and current prices.

GRAINS

Table with columns for grain types (Wheat, Barley, Oats, Rye) and price changes (+/-) and current prices.

COCAOA

Table with columns for cocoa types (Cocoa Beans, Cocoa Butter) and price changes (+/-) and current prices.

COFFEE

Table with columns for coffee types (Arabica, Robusta) and price changes (+/-) and current prices.

RUBBER

Table with columns for rubber types (RSS, S.S.) and price changes (+/-) and current prices.

PRICE CHANGES

Table showing price changes for various commodities like Metals, Grains, and Oils.

AMERICAN MARKETS

Table showing market data for American commodities like Wheat, Corn, and Soybeans.

L.C. Index Limited 01-251 2466. Three months Silver 472.7-478.8

- 1. Tax-free trading on commodity futures. 2. The commodity futures market for the small investor.

CORAL INDEX: Close 467-472

INSURANCE BASE RATES. Vanburgh Guaranteed 111%. Property Growth 111%. Address shown under Insurance and Property Bond Table.

COMPANY NOTICES

BERJUNTAL TIN DREDGING BERHAD (Incorporated in Malaysia). NOTICE IS HEREBY GIVEN that the thirteenth annual general meeting of the members of BERJUNTAL TIN DREDGING BERHAD will be held at the registered office of the company, Wisma Buma Sava 151, Jalan Ampang, Kuala Lumpur, on Tuesday, 27 September 1979, commencing at 10.00 a.m. for the following purposes:

SLATER WALKER INTERNATIONAL FINANCE LIMITED. 73% 1977-1987 Luxembourg Francs 500,000,000. Holders of the above-mentioned bonds are hereby informed that the annual redemption instrument due October 15, 1979, amounting to Luxembourg Francs 50,000,000, has been entirely redeemed in the market.

WHEAT

Table with columns for wheat types and price changes (+/-) and current prices.

BARLEY

Table with columns for barley types and price changes (+/-) and current prices.

SILVER

Table with columns for silver types and price changes (+/-) and current prices.

GRAINS

Table with columns for grain types and price changes (+/-) and current prices.

WHEAT

Table with columns for wheat types and price changes (+/-) and current prices.

BARLEY

Table with columns for barley types and price changes (+/-) and current prices.

SUGAR

Table with columns for sugar types and price changes (+/-) and current prices.

SUGAR

Table with columns for sugar types and price changes (+/-) and current prices.

SUGAR

Table with columns for sugar types and price changes (+/-) and current prices.

MEAT/VEGETABLES

Table with columns for meat and vegetable types and price changes (+/-) and current prices.

MEAT/VEGETABLES

Table with columns for meat and vegetable types and price changes (+/-) and current prices.

MEAT/VEGETABLES

Table with columns for meat and vegetable types and price changes (+/-) and current prices.

INDICES

Table with columns for index types and values.

FINANCIAL TIMES

Table with columns for financial indices and values.

MOODY'S

Table with columns for Moody's indices and values.

DOW JONES

Table with columns for Dow Jones indices and values.

REUTERS

Table with columns for Reuters indices and values.

LONDON STOCK EXCHANGE

Equities unaffected by gloomy NIESR review but Gilts nervous about banking statistics—Golds strong again

Account Dealing Dates
Option
First Declared Last Account
Dealing Date Dealings Day

calculation, closed 3.2 up at the day's best of 469.5.
Comment about next Tuesday's banking statistics unsettled some holders of British Funds and the resulting sales tended to weigh on a market experiencing a reduced off-take, partially because of NIESR's gloomy economic predictions.

C. E. Meath, 180p, and Willis Faber, 215p, all closed a couple of pence lower. Pearl, however, gained 8 pence to 255p on further consideration of the half-yearly figures among life insurers where Equity and now improved 4 to 156p.

198p awaiting today's annual results.
Quietly firm conditions prevailed among leading chemicals with ICI adding 2 to 385p, a gain of 26 since the interim figures were announced just over a week ago. Elsewhere, Scottish Agricultural Industries put on 10 to 188p in a thin market on the good interim performance and Plessey firmed 3 to 79p, after 80p, on speculative buying.

improved 3 to a 1979 peak of 49p, while speculative counters George Bassett and Carr's Milling added 4 pence to 110p and 88p respectively. Somportex responded to the higher annual profits with an improvement of 2 to 100p.

prompted useful improvements in selected Oil shares. Burmah featured with a gain of 7 to a 1979 peak of 155p, while Oil Exploration put on 14 to 322p and Lasso advanced 16 to 272p with the OPEX 20 to the good at 785p.

The depressing review from the National Institute of Economic and Social Research, which echoed the findings of other recent forecasting groups, had little effect in the equity sector yesterday but undermined sentiment in the market for Government stocks. The latter also had to contend with a pause in overseas interest, aroused earlier in the week by the firmness of the pound, and by nervousness about next Tuesday's banking sector's eligible liabilities.

Leading shares were occasionally softer at the opening but renewed small investment demand emerged which impinged on a market still basically short of selected stocks. Values soon began to edge forward again and sentiment later was underpinned by unexpectedly cheerful statements from Plessey and Blue Circle.

The major clearing banks took a distinct turn for the better. The re-appearance of buyers helped Lloyds lead the advance with a gain of 12 to 297p, while NatWest put on 10 to 330p, Barclays, 425p, and Midland, 345p, added 8 pence. Bank of Scotland appreciated 5 to 335p and National and Commercial hardened 2 to 83p, after 81p. Irish issues, however, moved lower with Bank of Ireland friendless at 318p, down 12. Hire Purchases continued quietly firm with Wagon Finance edging forward a penny to 44p awaiting today's interim results.

Dewhurst dull
Leading Stores regained some composure after Wednesday's sharp falls which followed Marks and Spencer's price-cutting move. Fears that this action would lead to a price "war" subsided although Marks and Spencer remained an uncertain market at 107p, down a further penny, while British Home ended a like amount for a two-day release at 124p. J. Dewhurst, an exclusive supplier to M. and S., came on offer and closed 5 down at 87p. Burton A moved up 4 to 256p as did Mothercare, to 176p, and Combined English picked up 2 to 107p.

Huntleigh easier
Still concerned about the disappearance of company director Rolf Schild in Sardinia, Huntleigh was nervously sold down to 89p, for a fall of 9. Elsewhere in miscellaneous Industrials, news that a large shareholding in Waterford Glass had been placed with various institutions left the latter a penny easier at that price. Letraset came in for some good support and closed 6 higher at 128p and the new nil-paid 5 dears at 17p premium, while ICL rose 8 to 450p, after 493p, on revised investment support. Scottish Heritable put on 4 to 53p and Paris and Whites 5 to 143p, while similar improvements were seen in Croydon, 232p, Grimshawe, 72p, Holt Lloyd International, 215p, and Orefex, 132p. Provincial Laundries hardened 2 to 47p and the 12 per cent Convertible '86-88 jumped 30 points to 430 on bid hopes, while National Carbonising continued firm at 79p, up 2. A gloomy NIESR had already been discounted and so most of the leaders edged tentatively forward. Boots hardened 2 to 191p at bid, Glaxo to 445p, while Pilkington firmed 5 to 310p.

Golds surge ahead
Mining markets enjoyed a day of sharp rises and heavy turn-over following further strong gains in precious metals and an upsurge in base-metal prices. After Wednesday's pause for breath, South African Golds resumed their recent advance as the bullion price touched an all-time peak of \$319.875 an ounce before ending \$3.25 up at a record closing high of \$319.375. The Gold Mining Index climbed 6.2 to 187, while the pre-premium index, 6.1 up at 177.9, reached its best level since September 16, 1975.

LONDON TRADED OPTIONS table with columns for Option, Ex rate, Closing price, Vol, etc.

A slightly increased business in traded options resulted in a total of 256 contracts being completed against Wednesday's 181. ICI accounted for almost half the activity with 118 trades, while Commercial Union attracted 48 trades.

Helped by rationalisation of its loss-making subsidiaries, Plessey improved 7 to 124p following first quarter profits much in line with general expectations. Elsewhere among the leaders, GEC added 4 to 384p, but EMI cheapened a fraction to 93p. Muirhead advanced 8 to 254p, while Electromotors, 455p, and Eurotherm, 520p, added 5 pence. Revival takeover rumours lifted M. K. Electric 9 to 232p, while Lec Refrigeration reported reduced interim profits, and the shares, up to 60p ahead of the announcement, closed unchanged at 58p.

Associated Dairies slipped to 252p on consideration of the annual results for a late rally, left the price just 3 cheaper on balance at 206p. Up 10 on Wednesday in response to the excellent interim results, Nurdin and Peacock eased 2 to 124p, after 122p, on profit-taking. By contrast, buying ahead of 30-dayly annual results lifted Lloyds to 172p, while Unigate firmed 3 to 102p following publication of the annual report. Elsewhere, Associated Fisheries

another 3 up at a 1979 high of 172p, a two-day rise of 8. Elsewhere, Consolidated Marchison put on a further 25 pence to 225p following renewed London and Johannesburg buying.

FINANCIAL TIMES STOCK INDICES table with columns for Govt. Secs., Fixed Interest, Industrial, Gold Mines, etc.

HIGHS AND LOWS S.E. ACTIVITY table with columns for Govt. Secs., Fixed Int., Ind. Ord., Gold Mines, etc.

ACTIVE STOCKS table with columns for Stock, Denomina, Closing, Change, etc.

OPTIONS table with columns for DEALING DATES, Amber Day, while doubles were arranged, etc.

Chief executive for Lowndes Lambert

Mr. Richard Shaw, joint deputy chairman of C. E. HEATH AND COMPANY, has been appointed chief executive responsible for Lowndes Lambert, the Hill Samuel insurance broking operation. He is also to join the HILL SAMUEL GROUP Board.

NEW HIGHS AND LOWS FOR 1979

NEW HIGHS (38)
CANADIANS (1)
BUILDINGS (4)
ELECTRICALS (3)
FOODS (2)
INDUSTRIALS (9)
INSURANCE (1)
PROPERTY (1)
SHIPPINGS (2)

RECENT RESULTS

Table with columns for Issue, Price, High, Low, Stock, etc.

FIXED INTEREST STOCKS

Table with columns for Issue, Price, High, Low, Stock, etc.

FT-ACTUARIES SHARE INDICES

Table with columns for EQUITY GROUPS & SUB-SECTIONS, FIXED INTEREST PRICE INDICES, etc.

FOOD PRICE MOVEMENTS table with columns for BACON, BUTTER, CHEESE, EGGS, BEEF, LAMB, PORK, POULTRY, etc.

“RIGHTS” OFFERS

Table with columns for Issue, Price, High, Low, Stock, etc.

“RIGHTS” OFFERS

Table with columns for Issue, Price, High, Low, Stock, etc.

AUTHORIZED UNIT TRUSTS

Table listing various authorized unit trusts such as Abbey Unit Tr. Mgrs., Affiliated Unit Tr. Mgrs., and others, with columns for fund names, managers, and performance metrics.

Mutual Unit Trust Managers (a)

Table listing mutual unit trust managers and their associated funds, including details like fund names, managers, and performance data.

Ridgeway Management Ltd.

Table listing Ridgeway Management Ltd. funds and their performance, including fund names, managers, and financial details.

Trades Union Unit Tr. Managers

Table listing Trades Union Unit Trust Managers and their funds, including fund names, managers, and performance metrics.

OFFSHORE & O'SEAS FUNDS

Table listing offshore and overseas funds, including fund names, managers, and performance data.

INSURANCE & PROPERTY BONDS

Table listing insurance and property bond companies and their products, including company names, addresses, and contact information.

NOTES: Prices do not include 5 p.p.m. except where otherwise indicated. Yields are shown in full column unless otherwise indicated.

NOTES: Prices do not include 5 p.p.m. except where otherwise indicated. Yields are shown in full column unless otherwise indicated.

NOTES: Prices do not include 5 p.p.m. except where otherwise indicated. Yields are shown in full column unless otherwise indicated.



FT SHARE INFORMATION SERVICE

FOOD, GROCERIES, ETC.

FOREIGN BONDS & RAILS

BANKS & HP—Continued

CHEMICALS, PLASTICS—Cont.

ENGINEERING—Continued

BRITISH FUNDS

"Shorts" (Lives up to Five Years)

High	Low	Stock	Price	Yield	Int. Yield
100.0	99.5	Treasury 100 1984	100.00	13.07	
99.5	99.0	Treasury 100 1985	99.50	13.07	
99.0	98.5	Treasury 100 1986	98.50	13.07	
98.5	98.0	Treasury 100 1987	98.00	13.07	
98.0	97.5	Treasury 100 1988	97.50	13.07	
97.5	97.0	Treasury 100 1989	97.00	13.07	
97.0	96.5	Treasury 100 1990	96.50	13.07	
96.5	96.0	Treasury 100 1991	96.00	13.07	
96.0	95.5	Treasury 100 1992	95.50	13.07	
95.5	95.0	Treasury 100 1993	95.00	13.07	
95.0	94.5	Treasury 100 1994	94.50	13.07	
94.5	94.0	Treasury 100 1995	94.00	13.07	
94.0	93.5	Treasury 100 1996	93.50	13.07	
93.5	93.0	Treasury 100 1997	93.00	13.07	
93.0	92.5	Treasury 100 1998	92.50	13.07	
92.5	92.0	Treasury 100 1999	92.00	13.07	
92.0	91.5	Treasury 100 2000	91.50	13.07	
91.5	91.0	Treasury 100 2001	91.00	13.07	
91.0	90.5	Treasury 100 2002	90.50	13.07	
90.5	90.0	Treasury 100 2003	90.00	13.07	
90.0	89.5	Treasury 100 2004	89.50	13.07	
89.5	89.0	Treasury 100 2005	89.00	13.07	
89.0	88.5	Treasury 100 2006	88.50	13.07	
88.5	88.0	Treasury 100 2007	88.00	13.07	
88.0	87.5	Treasury 100 2008	87.50	13.07	
87.5	87.0	Treasury 100 2009	87.00	13.07	
87.0	86.5	Treasury 100 2010	86.50	13.07	
86.5	86.0	Treasury 100 2011	86.00	13.07	
86.0	85.5	Treasury 100 2012	85.50	13.07	
85.5	85.0	Treasury 100 2013	85.00	13.07	
85.0	84.5	Treasury 100 2014	84.50	13.07	
84.5	84.0	Treasury 100 2015	84.00	13.07	
84.0	83.5	Treasury 100 2016	83.50	13.07	
83.5	83.0	Treasury 100 2017	83.00	13.07	
83.0	82.5	Treasury 100 2018	82.50	13.07	
82.5	82.0	Treasury 100 2019	82.00	13.07	
82.0	81.5	Treasury 100 2020	81.50	13.07	
81.5	81.0	Treasury 100 2021	81.00	13.07	
81.0	80.5	Treasury 100 2022	80.50	13.07	
80.5	80.0	Treasury 100 2023	80.00	13.07	
80.0	79.5	Treasury 100 2024	79.50	13.07	
79.5	79.0	Treasury 100 2025	79.00	13.07	
79.0	78.5	Treasury 100 2026	78.50	13.07	
78.5	78.0	Treasury 100 2027	78.00	13.07	
78.0	77.5	Treasury 100 2028	77.50	13.07	
77.5	77.0	Treasury 100 2029	77.00	13.07	
77.0	76.5	Treasury 100 2030	76.50	13.07	
76.5	76.0	Treasury 100 2031	76.00	13.07	
76.0	75.5	Treasury 100 2032	75.50	13.07	
75.5	75.0	Treasury 100 2033	75.00	13.07	
75.0	74.5	Treasury 100 2034	74.50	13.07	
74.5	74.0	Treasury 100 2035	74.00	13.07	
74.0	73.5	Treasury 100 2036	73.50	13.07	
73.5	73.0	Treasury 100 2037	73.00	13.07	
73.0	72.5	Treasury 100 2038	72.50	13.07	
72.5	72.0	Treasury 100 2039	72.00	13.07	
72.0	71.5	Treasury 100 2040	71.50	13.07	
71.5	71.0	Treasury 100 2041	71.00	13.07	
71.0	70.5	Treasury 100 2042	70.50	13.07	
70.5	70.0	Treasury 100 2043	70.00	13.07	
70.0	69.5	Treasury 100 2044	69.50	13.07	
69.5	69.0	Treasury 100 2045	69.00	13.07	
69.0	68.5	Treasury 100 2046	68.50	13.07	
68.5	68.0	Treasury 100 2047	68.00	13.07	
68.0	67.5	Treasury 100 2048	67.50	13.07	
67.5	67.0	Treasury 100 2049	67.00	13.07	
67.0	66.5	Treasury 100 2050	66.50	13.07	
66.5	66.0	Treasury 100 2051	66.00	13.07	
66.0	65.5	Treasury 100 2052	65.50	13.07	
65.5	65.0	Treasury 100 2053	65.00	13.07	
65.0	64.5	Treasury 100 2054	64.50	13.07	
64.5	64.0	Treasury 100 2055	64.00	13.07	
64.0	63.5	Treasury 100 2056	63.50	13.07	
63.5	63.0	Treasury 100 2057	63.00	13.07	
63.0	62.5	Treasury 100 2058	62.50	13.07	
62.5	62.0	Treasury 100 2059	62.00	13.07	
62.0	61.5	Treasury 100 2060	61.50	13.07	
61.5	61.0	Treasury 100 2061	61.00	13.07	
61.0	60.5	Treasury 100 2062	60.50	13.07	
60.5	60.0	Treasury 100 2063	60.00	13.07	
60.0	59.5	Treasury 100 2064	59.50	13.07	
59.5	59.0	Treasury 100 2065	59.00	13.07	
59.0	58.5	Treasury 100 2066	58.50	13.07	
58.5	58.0	Treasury 100 2067	58.00	13.07	
58.0	57.5	Treasury 100 2068	57.50	13.07	
57.5	57.0	Treasury 100 2069	57.00	13.07	
57.0	56.5	Treasury 100 2070	56.50	13.07	
56.5	56.0	Treasury 100 2071	56.00	13.07	
56.0	55.5	Treasury 100 2072	55.50	13.07	
55.5	55.0	Treasury 100 2073	55.00	13.07	
55.0	54.5	Treasury 100 2074	54.50	13.07	
54.5	54.0	Treasury 100 2075	54.00	13.07	
54.0	53.5	Treasury 100 2076	53.50	13.07	
53.5	53.0	Treasury 100 2077	53.00	13.07	
53.0	52.5	Treasury 100 2078	52.50	13.07	
52.5	52.0	Treasury 100 2079	52.00	13.07	
52.0	51.5	Treasury 100 2080	51.50	13.07	
51.5	51.0	Treasury 100 2081	51.00	13.07	
51.0	50.5	Treasury 100 2082	50.50	13.07	
50.5	50.0	Treasury 100 2083	50.00	13.07	
50.0	49.5	Treasury 100 2084	49.50	13.07	
49.5	49.0	Treasury 100 2085	49.00	13.07	
49.0	48.5	Treasury 100 2086	48.50	13.07	
48.5	48.0	Treasury 100 2087	48.00	13.07	
48.0	47.5	Treasury 100 2088	47.50	13.07	
47.5	47.0	Treasury 100 2089	47.00	13.07	
47.0	46.5	Treasury 100 2090	46.50	13.07	
46.5	46.0	Treasury 100 2091	46.00	13.07	
46.0	45.5	Treasury 100 2092	45.50	13.07	
45.5	45.0	Treasury 100 2093	45.00	13.07	
45.0	44.5	Treasury 100 2094	44.50	13.07	
44.5	44.0	Treasury 100 2095	44.00	13.07	
44.0	43.5	Treasury 100 2096	43.50	13.07	
43.5	43.0	Treasury 100 2097	43.00	13.07	
43.0	42.5	Treasury 100 2098	42.50	13.07	
42.5	42.0	Treasury 100 2099	42.00	13.07	
42.0	41.5	Treasury 100 2100	41.50	13.07	

Five to Fifteen Years

High	Low	Stock	Price	Yield	Int. Yield
100.0	99.5	Treasury 100 1984	100.00	13.07	
99.5	99.0	Treasury 100 1985	99.50	13.07	
99.0	98.5	Treasury 100 1986	98.50	13.07	
98.5	98.0	Treasury 100 1987	98.00	13.07	
98.0	97.5	Treasury 100 1988	97.50	13.07	
97.5	97.0	Treasury 100 1989	97.00	13.07	
97.0	96.5	Treasury 100 1990	96.50	13.07	
96.5	96.0	Treasury 100 1991	96.00	13.07	
96.0	95.5	Treasury 100 1992	95.50	13.07	
95.5	95.0	Treasury 100 1993	95.00	13.07	
95.0	94.5	Treasury 100 1994	94.50	13.07	
94.5	94.0	Treasury 100 1995	94.00	13.07	
94.0	93.5	Treasury 100 1996	93.50	13.07	
93.5	93.0	Treasury 100 1997	93.00	13.07	
93.0	92.5	Treasury 100 1998	92.50	13.07	
92.5	92.0	Treasury 100 1999	92.00	13.07	
92.0	91.5	Treasury 100 2000	91.50	13.07	
91.5	91.0	Treasury 100 2001	91.00	13.07	
91.0	90.5	Treasury 100 2002	90.50	13.07	
90.5	90.0	Treasury 100 2003	90.00	13.07	
90.0	89.5	Treasury 100 2004	89.50	13.07	
89.5	89.0	Treasury 100 2005	89.00	13.07	
89.0	88.5	Treasury 100 2006	88.50	13.07	
88.5	88.0	Treasury 100 2007	88.00	13.07	
88.0	87.5	Treasury 100 2008	87.50	13.07	
87.5	87.0	Treasury 100 2009	87.00	13.07	
87.0	86.5	Treasury 100 2010	86.50	13.07	
86.5	86.0	Treasury 100 2011	86.00	13.07	
86.0	85.5	Treasury 100 2012	85.50	13.07	
85.5	85.0	Treasury 100 2013	85.00	13.07	
85.0	84.5	Treasury 100 2014	84.50	13.07	
84.5	84.0	Treasury 100 2015	84.00	13.07	
84.0	83.5	Treasury 100 2016	83.50	13.07	
83.5	83.0	Treasury 100 2017	83.00	13.07	
83.0	82.5	Treasury 100 2018	82.50	13.07	
82.5	82.0	Treasury 100 2019	82.00	13.07	
82.0	81.5	Treasury 100 2020	81.50	13.07	
81.5	81.0	Treasury 100 2021	81.00	13.07	
81.0	80.5	Treasury 100 2022	80.50	13.07	
80.5	80.0	Treasury 100 2023	80.00	13.07	
80.0	79.5	Treasury 100 2024	79.50	13.07	
79.5	79.0	Treasury 100 2025	79.00	13.07	
79.0	78.5	Treasury 100 2026	78.50	13.07	
78.5	78.0	Treasury 100 2027	78.00	13.07	
78.0	77.5	Treasury 100 2028	77.50	13.07	
77.5	77.0	Treasury 100 2029	77.00	13.07	
77.0	76.5	Treasury 100 2030	76.50	13.07	
76.5	76.0	Treasury 100 2031	76.00	13.07	
76.0	75.5	Treasury 100 2032	75.50	13.07	
75.5	75.0	Treasury 100 2033	75.00	13.07	
75.0	74.5	Treasury 100 2034	74.50	13.07	
74.5	74.0	Treasury 100 2035	74.00	13.07	
74.0	73.5	Treasury 100 2036	73.50	13.07	
73.5	73.0	Treasury 100 2037	73.00	13.07	
73.0	72.5	Treasury 100 2038	72.50	13.07	
72.5	72.0	Treasury 100 2039	72.00	13.07	
72.0	71.5	Treasury 100 2040	71.50	13.07	
71.5	71.0	Treasury 100 2041	71.00	13.07	
71.0	70.5	Treasury 100 2042	70.50	13.07	
70.5	70.0	Treasury 100 2043	70.00	13.07	
70.0	69.5	Treasury 100 2044	69.50	13.07	
69.5	69.0	Treasury 100 2045	69.00	13.07	
69.0	68.5	Treasury 100 2046	68.50	13.07	
68.5	68.0	Treasury 100 2047	68.00	13.07	
68.0	67.5	Treasury 100 2048	67.50	13.07	
67.5	67.0	Treasury 100 2049	67.00	13.07	
67.0	66.5	Treasury 100 2050	66.50	13.07	
66.5	66.0	Treasury 100 2051	66.00	13.07	
66.0	65.5	Treasury 100 2052	65.50	13.07	
65.5	65.0				

Vent-Axia The first name in unit ventilation... look for the name on the product.

THE LEX COLUMN

Plessey looks for better times

Plessey's share price has been very strong in recent months, and the first quarter figures will help to support the idea that the group is at last turning the corner. Profits are up from £12.4m to £13.2m pre-tax, despite an adverse currency swing of £500,000 and the disappearance of ICL's contribution to associated company income (£1.9m a year ago).

Furness-Houlder suspends employee over dealings

AN EMPLOYEE of Furness-Houlder (Insurance), the Lloyd's insurance broking subsidiary of shipping group Furness, Wilby, has been suspended in connection with business activities with underwriting syndicates managed by Ashby and Company.

General Council rejects Murray line

AN AGGRESSIVE note was struck by the trades union leadership as it met yesterday to discuss an already combative list of motions for debate at the annual Congress which begins on Monday.

Swing to Right as Mulder wins court battle

DR. CONNIE MULDER, the disgraced former South African Minister of Information, yesterday won an important court battle against the State.

BP to release Irish oil find details

DETAILS OF British Petroleum's oil find off the west coast of Ireland last week—the most promising in the area so far—will be released in the next few days.

Kosygin 'ready to modify SALT treaty'

SENATOR JOSEPH BIDEN said yesterday that talks in Moscow with Mr. Alexei Kosygin, the Soviet Premier, convinced him that Russia will agree to modifications in the recently signed SALT-II treaty.

Peinsters Cabinet agrees to strengthen RUC

European MP. that if the subjects were caught they should be tried in Northern Ireland, have been ruled out.

Index rose 3.2 to 469.5

The current year. Meanwhile the dividend is not covered on a current cost basis.

Blue Circle

Blue Circle Industries has managed to restrict the drop in its first half profits, which have fallen by only 3 per cent to £20.6m pre-tax.

Precious metals

Precious metal prices were moving ahead strongly again yesterday. The gold price was up by \$2 and closed at a record \$319 3/4 per oz.

Weather

UK TODAY MOSTLY dry with sunny periods, warm.

Worldwide

Table with columns for location, temperature, and weather conditions for various global cities.

How Currency Forecasting Service can help you

Currency Forecasting Service provides you with exactly this. By concentrating exclusively on this area, it can bring together more data, more opinions, more facts than any other information source.

Registered at the Post Office. Printed by St. Clement's Press for and published by the Financial Times Ltd., 1, Cannon Street, London, EC4A 3DF.

